National Council of Applied Economic Research

SURVEY of INDIA'S EXPORT POTENTIAL within THE INDIAN OCEAN BASIN & NEARBY AREAS

March 1970

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REGIONAL TRADE STUDY

SURVEY OF INDIA'S EXPORT PROSPECTS

IN

SINGAPORE

National Council of Applied Economic Research
New Delhi
April 1970

PREFACE

In 1968, the National Council was requested to undertake a study of the export prospects for India in 26 selected countries in the Indian Ocean Basin and nearby areas. The study was to form part of a series of 'Export Potential Surveys' which are being performed by independent Indian research organisations for the Ministry of Foreign Trade. The series of studies is sponsored by the U.S.A.I.D. Mission to India Export Promotion Division.

The countries covered by this study are: Kenya, Uganda, Tanzania, Zambia, Ethiopia, Malagasy Republic, Libya, Iran, Iraq, Saudi Arabia, Kuwait, Muscat and Oman, Abu Dhabi, Dubai, Ceylon, Burma, Singapore, Malaysia, Indonesia, Thailand, Philippines, Hong Kong, Republic of Korea, Japan, Australia and New Zealand. This report on Singapore is one of the series.

The main objective of the study was to assess the export prospects of India in the selected countries over the five year period (1969-74). We have studied the existing pattern and past trends of Indian exports to

each country, assessed the trade prospects of India in each country and suggested measures for realising the export prospects. The term 'export' has been used in the wider sense not only to include commodities but also services such as joint ventures and engineering or construction contracts.

Apart from the individual country reports, an overall report covering our general findings with respect to the entire region of 26 countries has also been prepared and submitted and is being published separately. It may be added that the data given in this report and findings based on this data relate largely to the period of the field visit of our team which took place in October 1968. There was a brief revisit to this country in March 1970. Though basic data is not changed, assessment of India's export prospects of major items to Singapore has been revised accordingly. It is possible that certain changes might have taken place since then. This has to be kept in mind by the readers.

In this country study we have had full cooperation from various agencies in India as well as in Singapore. My special thanks are due to the Ministry of Foreign Trade,

Government of India, the Indian High Commission in Singapore and the Government of Singapore and a large number of businessmen and other people whom our team contacted during the field visits.

In the preparation of this report, I had full cooperation from my staff members who were directly responsible for conducting the entire study covering all the countries including the present one. Their names are given in Appendix 1. My special thanks are due to Shri R.S. Sharma, Project Director and Shri N.R. Gopalakrishnan and Dr. R.G. Gidadhubli, members of team for this country. I hope the report will be found useful by all those engaged in the export effort.

New Delhi
April 1970

S. Bhoothalingam
Director-General

N O T E

Reference to the 'present' in the report is generally as of October 1968, the time of the team's visit to this country. Most of the data given and assessments made are also as obtainable then. However, in view of the major changes that took place since then, a revisit to this country was made in March 1970. An attempt has been made to bring certain data upto date and to make a fresh assessment of the market potential.

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SELECTED ECONOMIC INDICATORS

Item	Unit	1960	1965	1966	1967	1968	1969
1. Population	Million	1.63	1.86	1.91	1.96	1.99	2.02
2. Growth rate of population (Annual compound 1960-69)	Per Cent	----------2.4----------					
3. G.D.P. at factor cost	Million U.S.$	N.A.	948	1110	1214	1419	1638
4. Growth rate of GDP(Annual Compound 1965-69)	P.C.	----------14.7----------					
5. Per capita income at current prices.	U.S.$	N.A.	509	555	619	664	812
6. Consumer price Index	(1960= 100)	100	107	108	114	111	111
7. Foreign Trade	Million U.S.$						
i) Imports	-do-	1359	1269	1355	1469	1694	2081
ii) Exports	-do-	1159	1001	1124	1165	1297	1580
iii) Balance of Trade	-do-	-200	-268	-231	-304	-397	-501
iv) Balance of Payments (current account)	-do-	N.A.	-50	-1.4	-86.8	+221	N.A.
8. Foreign Exchange Reserves	-do-	N.A.	305	N.A.	346	647	N.A.
9. Trade with India	-do-						
i) Exports to India	-do-	23.2	8.4	9.0	6.6.	6.4	12.3
ii) Imports from India	-do-	16.8	19.2	18.5	17.6	17.8	19.2
iii) Balance of Trade with India	-do-	+6.4	10.8	-9.5	-11.0	-11.4	-6.9

Contd.....

Contd.....

Item	Unit	1960	1965	1966	1967	1968	1969
iv) India's share in total exports	Per cent	1.99	0.84	0.80	0.57	0.5	0.8
v) India's share in total Imports	"	1.23	1.51	1.37	1.20	1.05	0.9
10. IMF par Value	Unit of National Currency per US $	3.061	3.061	3.061	3.061	3.061	3.061

Area : 581.5 sq. k.m.
Capital : Singapore
National Currency: Singapore Dollar (Till July 1967 currency in Singapore was Malayan dollar. Present Singapore dollar is on par with Malayan dollar.)

SUMMARY AND RECOMMENDATIONS

Highlights of the Economy

Singapore is a tiny Republic with a population of about 2 million with a very high standard of living in Asia. Per capita income of an average Singaporean is over US $ 800 per annum. Hence the market for consumer goods as compared to a corresponding size of population in our country is large. In addition, a sizable tourist population in Singapore contributes to the demand for not only consumer goods but also for curios, arts, handicrafts, etc.

Since the total area of the island is only 582 sq. kms., agricultural activity is limited to vegetable growing and flower gardening. Mining industry is absent. Entrepot trade and commerce have formed the corner stone of the Singapore economy. Recently, however, industrial activity has become important. Though local manufacturing is aimed more at creating employment opportunities for the 75,000 odd unemployed youths rather than substituting imports, growth in this sector is phenomenal. During the last 5 to 6 years new units, big and small, at the rate of 100 per year have come into operation. Between 1965 and 1967, Gross Domestic Product originating in the

manufacturing sector increased from US $ 104 million to US $ 133 million pushing up the percentage share of this sector in the total GDP from 10.9 in 1965 to 11.4 in 1967. The manufacturing sector is being considered as a second string to the bow of the Singapore economy.

In order to promote industrial activity in Singapore, the Government of Singapore offers not only technical and financial assistance to the entrepreneurs but awards pioneering status to new units which provide tax exemption for an initial 4-5 years, repatriation of profits earned and so on.

Entrepot Trade

An idea about the importance of entrepot trade to the economy of Singapore can be had from the fact that total import/export trade of that country in 1969 valued at US $ 3,661 million was double the value of GDP at factor cost. There are three major reasons for Singapore's importance in foreign trade. First is the focal position of Singapore in the heart of one of the world's richest resource regions (Indonesia, Malaysia, Brunei, Thailand). Second is its fine natural harbour,

modern and efficient port and shipping facilities (including handling of large container vessels). Third is the presence of expert/import houses having long established contacts throughout the world. Because of these factors Singapore has become important both for neighbouring countries and also for far off developed countries like Japan, U.K., West Germany, U.S.A. and other countries from the Socialist Bloc. Recognising the role of Singapore in the South East Asian region, many East European countries have recently entered into trade pacts with the Singapore Government, which perhaps have helped those countries to boost their trade with Singapore.

Singapore should continue to play a prominent role as as an entrepot trade centre for the next 8-10 years. But Indonesia and Malaysia are keen to establish direct trade contacts with developed countries and efforts are being made by the respective Governments to develop port and shipping facilities. Hence it is expected that after 8-10 years importances of Singapore might decline. Therefore in the same way as Japan, U.S.A., U.K., West Germany have started building up direct trade link with Indonesia and Malaysia while simultaneously encouraging

present trade with Singapore, India could also adopt a similar technique.

Imports and exports of Singapore over the past 5-6 years indicate an unsteady trend, although since 1966 there has been a continuous increase both in imports as well as exports. The average annual growth rate of imports between 1965 and 1968 at about 6 per cent was higher than that of exports at about 5 per cent. The value of imports each year has been 25-27 per cent higher than the value of exports. In spite of an unfavourable balance of trade, Singapore has maintained a favourable balance of payments thanks to large net receipts through "invisibles" and capital accounts. Singapore, therefore, has no foreign exchange problem to pay for imports. The Singapore Government, unlike many other countries, does not ask for supplier credits in the case of Government purchases through tenders.

The major trade partners of Singapore are Malaysia, Japan, U.K., China (Mainland), U.S.A., West Germany and Australia. Till 1963 Indonesia was the second largest trade partner. Trade between Singapore and Indonesia was resumed officially in 1965 but trade data do not appear in the trade statistics.

Important imports into Singapore and exports from Singapore by major commodity groups are food, manufactured goods, mineral fuels, crude material inedible, machinery and transport. These groups account for over 86 per cent of total imports. Among these, specific important import items in general order of priority are crude and smoked rubber, petroleum, synthetic fabrics, rice, teak, coffee, palm oil, pineapples (canned), sweetened milk, cigarettes, alcoholic drinks and automobiles.

Problems and Prospects in Expanding Indian Trade

In important items of import into Singapore, India practically does not figure at all. Major imports into Singapore from India are cotton textiles, spices, jute goods, iron and steel, electric wires and fittings, fresh vegetables, fresh fish, manufactured tobacco, cinematographic films, etc. Since 1963 imports from India have been declining. From US $ 37 million in 1963, import from India was hardly US $ 18 million in 1967 and in 1968. From 2.63 per cent in 1963, percentage share of India in the total imports of Singapore went down to about 1 per cent in 1967 and in 1968. However as per Indian Trade Statistics, India's exports to Singapore increased from

US $ 11.47 million in 1967-68 to US $ 17.43 million in 1968-69.

In respect of traditional items of India's exports such as cotton textiles, spices, jute goods, tea, etc., India's trade upto 1967-68 had been declining. In 1968-69, however, they have recorded a moderate rise.

In non-traditional items like machine tools, diesel engines, automobile spare parts there is general unawareness among Singapore importers about India's capacity to produce them. Only in items like non-flat iron and steel products, bicycle parts including tyres, wires and cables India showed ability to compete. But some of these items like rubber tyres and tubes, wires and cables are being marufactured in Singapore also. The Government of Singapore, in order to protect local industry, has started imposing quota restrictions or levying high tariff duty. Hence import of some of these items might be further affected in future.

Besides the above mentioned problems, delivery delays, delay in settlement of claims and low quality of shipments were other complaints made against imports from India.

About two-thirds of import and export trade of Singapore is handled by Chinese business houses. They handle not only traditional items like textiles, tea, spices, rubber, teak, rice, tobacco, etc., but engineering goods like automobile spare parts, diesel engines, wires and cables, iron and steel, hand-tools and small tools. Established European import houses handle mainly heavy machinery and equipments, petroleum products etc. Indian import houses concerntrate mainly on traditional items - textiles, spices, beedies, onions. Few Indian importers are trying to import non-traditional items. Indian exporter's non-traditional goods need to consider establishing trade contacts with the reputed Chines business houses to expand their sales. Indian importers in Singapore dealing in non-traditional items should also be encouraged. So far as present prospects for increasing India's exports are concerned, the Singapore market is essentially an open one and offers good scope which Indian traders should utilise both in traditional as well as in non-traditional items. The basic strategy for increasing exports to Singapore would be commodity diversification rather than concentration on a few specific commodities.

So far as prospects for participation in processing and assembling activities are concerned, India entrepreneurs have scope in fields such as assembling of bicycles (by partly exporting parts from India), iron and steel foundry units and metal working units.

Advanced countries like Japan, U.S.A., U.K., West Germany, however, have been coming forward to set up industrial units in Singapore completely on their own or in collaboration with local entrepreneurs only in cases where a product is already well known in Singapore and neighbouring markets - Sanyo and National Electrical Gadgets. Crown corks, Dunlop foam rubber products, Bridgestone tyres, Bata footwear. The original brand name is continued for the product manufactured in Singapore in order that it may easily sell. Collaborating countries export parts and semi-finished products and get them assembled in Singapore and hence take the advantage of relatively low labour cost in Singapore as compared to high cost in their own country. India has very little scope in such type of industries. India being close to Singapore and labour cost in our country being much lower, the starting of even processing and packing units in Singapore

based on the export of raw materials and finished products in bulk may not be feasible proposition.

Industrialists from U.S.A., U.K., Japan have also set up processing and finishing installations in Singapore which do refining of crude petroleum, coconut oil, palm oil etc. Industrial raw materials like crude petroleum, crude palm oil and coconuts are supplied by neighbouring countries like Indonesian and Malaysia. Refined oil products and their derivatives are exported to U.S.A., U.K., Japan and other far off countries. But scope in future for new units in this line in Singapore are very few even for developed countries since Indonesia and Malaysia are persuading developed countries to set up processing units on their own soil. Hence India has no scope in this line also.

Recommendations

A. Commodity

Textiles : Indian exporters should (a) improve their price competitiveness in respect of cambrics, shirtings, printed clothes and raw silk. Five to ten per cent price reduction may help double exports from India of these commodities, (b) supply attrative samples to Singapore

importers, (c) improve the quality of yarn and thread particularly its everness and cleanliness.

Jute : Exporters of used jute sacks have good opportunity to increase their exports because the only competing country in this item is West Malaysia. Quicker delivery may help push up sales.

Spices : In spices, competition from South-East Asia, African and middle-east countries is increasing. It is felt that there is need to export white pepper and also cheaper varieties of other spices such as coriander, pepper, mace and cardamoms, chillies, turmeric and tamarind.

Tea : A Market survey of tea export for Singapore and Malaysia might be useful.

Iron and Steel Products : Prompt delivery should be given utmost priority by Indian exporters of iron and steel items. India has good scope for acquiring a strong hold on the steel market of Singapore at least on angles, rounds, bars, beams, channels, etc. of larger sizes, provided quick delivery is effected. Efforts should be made by the main manufacturers of steel in India to contact established import-export houses, Chinese houses in particular, not

only for exports to Singapore but also to Indonesia directly from India. Atempts should also be made by primary steel producers to enter into contract with National Iron and Steel Mills for supply of billets, slabs, blooms, etc., on a long term basis. Annual demand for such items is about 20,000 tonnes (US $ 1.5 million) and will increase in years to come. The steel fabricating contractors should be contacted not only for supply of structurals but for possible part execution of orders in India itself.

Rubber Tyres & Tubes : In the case of export of rubber tyres and tubes, specific size requirements of not only the European but of Japanese automobiles should be taken into consideration.

Bycycle Parts : Improvement in the finish and attractive packaging of bicycle parts, automobile spare parts, hand tools, and small tools might expand sales.

B. General

Since there is general unawareness of quality of Indian engineering goods, diesel engines, machine tools etc. there is need to hold a trade fair or exhibition of these items. Large promotional expenditures, selling

goods on consignment basis are ways that might be recommended in these cases.

Indian manufacturers desirous of participating in Singapore Government tenders should make reputed local business houses as their representatives and interse competition among exporters should be avoided.

Indian exporters should explore the possibility of using well established Chinese import houses as well as Indian import houses.

Exporters, whose performance and practice tend to damage the reputation of India as a reliable supplier, should be identified and penalised.

The total strategy for expanding India's exports to Singapore should be commodity diversification and not concentration on a few specific commodities.

The commercial section of the Indian High Commission in Singapore should play an important part in expanding India's exports to Singapore. This is possible if they become functionally more dynamic by way of regularly undertaking market survey of important commodities, items selected from the trade list of

exports from India to Singapore and by feeding back information to the Ministry of Foreign Trade, Government of India and Export Promotion Councils about the strategy to be adopted by them from time to time. Cooperation of Commercial Section of the High Commission should be sought in identifying defaulting Indian exporters who spoil the image of the country in the Singapore market.

PART ONE

ECONOMY

Chapter 1

ECONOMY

Land and People

Singapore is a young Republic enjoying independant statehood since the middle of 1965. In the middle of 1963, Singapore, which was till then one of the British colonies, merged with the Federation of Malaysia. Communal disharmony in Singapore and Malayasia and political pressure from within Singapore for greater autonomy within the Federation resulted in the secession of Singapore from the Federation in 1965.

The Singapore Government, is keen on keeping good relations with her neighbours. The internal political situation is being kept under control.

Singapore is a tiny republic situated off the southern extremity of the Malayan peninsula, to which it is joined by a causeway carrying a road and a railway line. The straits between the island and the mainland are about three-quaters of a mile wide.

The island is 26 miles in length and 14 miles in breadth and about 224.5 sq. miles (581.5 sq. kilometers) in area, including the adjacent islets.

About one-fourth of the total land area is agricultural arable which specialises mainly in vegetable and flower gardening. Another 20 per cent of land is under forests.

About 9 per cent of the area of the Singapore Island is reported to be tidal swamp land. For the last 4 to 5 years attempts are being made to reclaim this swamp land and utilize it as fish ponds, prawn ponds and farm lands. About 400 hectares of swamp land have so far been reclaimed.

Climate:

The climate of Singapore is hot and humid, with little seasonal variation. The mean temperature is about 80°F. The average annual rainfall is 95 inches.

Population:

Singapore is a two-million strong multi-racial, multi-lingual community. The main communities are the Chinese, the Malays, the Indians and the Europeans. The population density per square mile is about 8,550, the highest in Asia. As per the official estimates, population of Singapore may exceed 3 million by 1982.

Economically Active Population

About one-third of the country's population is economically active, 85 per cent of which is engaged in services, commerce, manufacturing and transport and communication. Agriculture, mining, construction, electricity, water supply, etc., are not important (Table 1).

Some changes have taken place in the structure of the economically active population in the decade 1957-1966. New job opportunities have been created in sectors such as manufacturing, transport, storage and communication and construction, whereas the services and the agricultural sectors recorded a decline in the number of persons engaged in those activities. Land available for cultivation is taken away for more important alternative uses like housing and industrial estates.

Singapore is facing a severe problem of unemployment. The number of total unemployed persons was reported to be 43,400 in 1966, though according to the UN estimate the number of unemployed persons could have been higher than that. In 1965 itself, as many as 54,400 thousand were in search of employment.[1/] The total number of unemployed in the beginning of 1968 seems to have reached a

1/ U.N. Statistical Yearbook, 1966

level as high as 75,000 or almost 13 per cent of the full working population.[1/] The scheduled British withdrawal by 1971 has added a new dimension to an already very severe problem. Directly and indirectly, the total persons affected by the abandonment of the massive dockyard has been estimated at 75,000 to 100,000.[1/] Thus the problem of unemployment is very acute and the time for effective measures very limited. According to the Finance Minister of Singapore, as many as 43,000 new jobs would be created each year to solve this problem.[1/] The Singapore Government's disinclination to issue work-permits to non-Singapore citizens in future and its eagerness for industrialisation of the country (since commerce will not create much new employment) are to be considered in the light of this rising acuteness of the employment problem.

Existing Position of the Economy

During the decade 1956 to 1965 the annual growth rate of Gross Domestic Product was about 6 per cent. Between 1965 to 1969 the growth rate was as high as 14 - 15 per cent per annum. In 1965 the Gross Domestic Product

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1/ Eastern World, March/April 1968, Sup. iii.

at factor cost was of the order of US $ 948 million which rose to US $ 1214 million by 1967 and U.S. $ 1638 million in 1969. Per capita income is one of the highest in Asia. It was about US $ 420 in 1959 and it rose to US $ 812 in 1969.

Structure of the Economy

The Gross Domestic Product at factor cost for the years 1965 to 1967 by industrial origin is given in Table 2. It is evident from the table that 'other services' (Presumably of the personnel at the British Naval base), wholesale and retail trade and manufacturing and quarrying are the important sources of G.D.P. accounting for over 75 per cent of total domestic product. The percentage share of agriculture and fishing, construction, Government Services, etc., is hardly 15 per cent of total G.D.P. Manufacturing accounts for about 11 per cent of Gross Domestic Product.

Entrepot trade and manufacturing are the corner-stones of Singapore economy. The prosperity of Singapore is due to its focal position at the centre of one of the world's richest areas with a fine natural harbour that is

the natural outlet for the products of the neighbouring countries. For the same locational advantage, Singapore has been the ideal redistribution centre for the produce and requirements of the region. The importance of the trade of the Singapore economy can be estimated from the fact that while 30 per cent of income of the republic is generated by it, the total external trade of Singapore is twice as high as the value of the Gross Domestic Product.

Development Plans

Development planning began in Singapore with the First Five Year Plan - 1961-1966. The main objective of the First Plan was to create more jobs for Singapore's growing population. In view of the limited possibilities of creating employment opportunities in the field of entrepot trade, it was considered necessary to promote industrial development. Since the industrial growth was to be attained essentially by the private sector, both local and foreign, the Government thought it fit to create the climate for profitable investment in industries. Consequently, the Government's contribution to

industrial development, in the first instance, was to provide adequate supply of cheap power and water, good communication and adequate port facilities.

To achieve these broad objectives a large part of development expenditure of the First Plan was earmarked for economic development.[1/]

(In million)

	US $	Per cent
I. Economic Development	169	58.3
II. Social Development	117	40.2
III. Public Administration	13	1.5
TOTAL	299	100.00

The Second Development Plan 1966-70 is more important in the sense that it was the first plan after the Singapore Republic was formed in August, 1965. Moreover, it is a significant step in the Government's long-term programme of achieving a self-sustaining growth and full employment for the economy.

1/ Development Plan (1961-1964), State of Singapore, p.34.

The main objectives of the Second Plan are:

i) to transform the economic structure of the Republic by promoting the growth of the industrial sector to complement the traditional entrepot trading sector;

ii) to generate sufficient new employment opportunities for the new entrants to the labour force; and

iii) to provide a satisfactory level of social services particularly in education, health and housing.

To achieve these objectives a steady growth rate of 7 per cent per annum of GNP has been aimed at and an annual capital investment of 17.5 per cent of GNP was thought necessary. Total investment needs for the Second Plan were put at about US $ 1,080 million, of which about 47 per cent was to come from the private sector and the rest from development expenditure from the Government.

The proposed outlay of development expenditure by the Government over the Second Plan (1966-70) was as follows:

	Million US $	Per cent
Economic Development	384	67
Social Development	168	29
Public Administration and Defence	24	4
TOTAL	576	100

Outlay of the Second Plan is double that of the First Plan. This shows the growing concern of the Government for rapid economic development. The Government is concentrating its attention on economic development and hence earmarking a larger sum of money for this sector, as against social development. In the Second Plan, proposed expenditure on public administration and defence has been stepped up since the country has to look after itself in the matters of external affairs and, to some extent, defence.

Singapore has a total 13,000 hectares of agricultural arable land. Agriculture is not an important sector of the economy.

Intensive methods of agriculture are being practised. In the low lands truck farming is prominent

and in the uplands some food crops are rotated with tobacco. Crops like sugarcane and coconut are of minor importance. Because of the limited availability of land, Singapore cannot hope to be self-sufficient, even in vegetables and fruits much less in food crops and cash crops.

However, a new feature of the land use pattern is orchid growing which is becoming popular day by day as more and more orchids find an easy market in the countries like U.K., West Germany, Italy, Australia, etc., for the last few years experiments have been going on to use reclaimed swamp land for growing vegetables, orchids, etc.

Livestock

Pigs, oxen and buffaloes are the main livestock of the country. Poultry farming is carried on intensively. Measures are taken by the Veterinary Division of the Ministry of Agriculture to control animal diseases. Considering the importance of livestock rearing both for home consumption and for export the Lin ChuKang Research Station is engaged in research on multiplication of pigs and poultry. However, live animals are imported in large

numbers. In 1967, S$ 13 million worth of live animals were imported as against S$ 8 millions worth of exports in that year.

Fishing

Singapore has inshore, offshore and brackish water fishing. Inshore fishing engages 60 per cent of the fishermen but in terms of production it accounts for only 20 per cent of the total catch. Offshore fishing engages 40 per cent of the fishing population but accounts for 80 per cent of the landings by Singapore Fishermen. 1/

Brackish water fisheries consist mainly of the trappings of prawns in tidal waters. Prawn ponds are constructed by enclosing swampy areas in tidal river basins with mud bends. Swamp reclamation programme envisages expansion of brackish water fishery in Singapore.

There has been a continuous rise in fish landed and auctioned since 1964 from 8393 tons in 1963 to 9933 tons in 1967. A three-way agreement between Singapore,

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1/ U.N. Statistical Yearbook 1966, P.139.

Japan and Thailand to expand fishing activity and the proposal to establish a Fisheries Research Centre in Singapore seem to promise a bright future for fishing and its ancillary industries. This might affect import prospects of fresh fish into Singapore.

Manufacturing

Singapore has a growing manufacturing sector. An idea about the rate of growth of manufacturing activity in Singapore can be estimated from the following. 1/

	No. of establishments.	Value added (million Singapore $)
1959	554	157.0
1961	584	199.5
1963	885	285.8
1965	1036	368.4
1966	1159	437.8
1967	1216	481.7
1968	1555	506.0

In about 9 years, about 1000 new manufacturing units have come into existence and the total value added

1/ The Growth of World Industry. 1953-1965, PP. 392-393.

by all the units has increased by more than three times. 1/

The following are the major groups of industries in Singapore.

1. Manufacture of products of petroleum and coal.
2. Food manufacturing industries except beverages industries.
3. Printing, publicity and allied industries
4. Manufacture of transport equipment
5. Manufacture of metal products except machinery and transport equipment
6. Tobacco manufacturing
7. Beverage industries
8. Manufacture of chemical and chemical products
9. Manufacture of wood and cork except manufacture of furniture
10. Manufacture of non-metallic mineral products except products of petroleum and coal.

1/ Data about the value added by industrial establishments and the number of persons employed differ from source to source. But the same overall growth trend of manufacturing sector is indicated by all sources.

One of the significant features of the manufacturing sector is that the Singapore Government is interested both in meeting the demand of the country in a particular product, and in its export to neighbouring countries. In view of this, preference will be given to the establishment of such industries in Singapore that have the greatest potential for export. Incentives, by way of awarding pioneering status are given to factories established in Singapore. Incentives include exemption from corporate income tax for five years and export incentives incorporated in the Economic Expansion Incentives (Relief from Income Tax) Bill.

Since mere provision of tax incentives would not produce the desired results, a few industrial estates are established with good facilities for water, power and transport. Jurong industrial estate is by far the most important and was now developed by the Economic Development Board as part of a massive industrialization programme.

The Jurong Industrial Estate

Situated on the south-west corner of Singapore, Jurong seems to be one of the largest industrial estates in South-East Asia. Since September 1966, a sum of US $ 28 million has been spent in preparing and developing it. This estate has the advantage of being close to the commercial port of Singapore, which is being developed into a modern port.

The first manufacturing unit to be established in Jurong was the National Iron and Steel Mills in 1962. By the end of 1964, twenty factories were in production and several others were under various stages of implementation. By the beginning of 1967, Jurong was a hive of industrial activity with almost 100 factories in production or in various stages of construction.(Appendix 4). By now there are more than 240 factories in operation or under construction. Most of the factories in Jurong are joint ventures between private local entrepreneurs and industrial establishments from Japan, Formosa, Hong Kong, Philippines, U.K., U.S.A. and Australia.

The industries now operating in Jurong represent a wide range in a modern industrial economy. They include a shipyard, an iron and steel mill, two cement plants, an

oil refinery, two textile mills, a basic chemical complex consisting of two sulphuric acid plants and a chlorine plant, four plywood and veneer factories, a tyre plant, a motor scooter assembly plant, a bicycle plant, two steel tube plants, two electrical cable plants, a pharmaceutical plant, a leather factory, a feed mill and a wide range of light industries.

The Singapore Government encourages many more factories being located in Jurong. Indian manufacturers and Government of India should explore the possibility of setting up factories in Jurong in collaboration with local entrepreneurs in the fields of engineering and metal fabricating industries, etc., where similar units in India are being run successfully.

All land in Jurong is leased for periods upto 60 years and is delivered to industrial enterprises prepared and ready for construction with utility services (water and electricity). Land values in Jurong range from US 50 cents (1.40 S$) per square feet in the Light Industry area to US 80 cents (S$ 2.50) per square foot in heavy Industry Area.

Standard factory buildings designed and built are available for sale to industrial enterprises. These factories range in size from those of 13,500 sq. ft. in covered floor area to those of 35,000 sq. ft. in covered floor area. In special cases, factory buildings are also rented to entrepreneurs. Technical and financial assistance is afforded by the Economic Development Board (Fullerton Building, 2nd floor) to prospective entrepreneurs.

Energy

Singapore has a few thermal power stations, important among them being the Pasir Panjang Power Station. Demand for electricity upto 1970, installed capacity and production of electric energy are given below :

Year	Demand for electricity 1/ (Th. kW)	Installed 2/ capacity (Th.kW)	Production 2/ (Million kWh)
1958	-	152	565
1960	122	152	659
1961	147	188	720
1962	172	213	776
1963	197	224	823
1964	222	224	914
1965	247	344	1047
1966	N.A.	N.A.	1236.5
1967	297	N.A.	1424.5
1968 (Jan.-Oct.)	322	-	1210.3
1970 (Estimate)	372	-	-

1/ Demand estimates were made during the preparation of development Plan 1961-1964 on the basis of accelerated expansion by which industrial load was calculated 6 times the ordinary load.

2/ U.N. Statistical Yearbook, 1966, pp. 353-362.

To meet increasing demand, production of energy will have to be increased which means great demand for coal.

The Economic Development Board of the Government of Singapore assures new enterprises of quick provision of electricity connections and supplying power upto 22,000 volts.

Construction

Singapore has fast growing construction activities. In the first half of 1967, 8,461 buildings were constructed as compared to 5,096 in the corresponding period of 1966 i.e., a rise of 66 per cent. Private construction has been particularly active showing 94.5 per cent increase in 1967 over the previous year. S$ 42.4 million worth of private construction was started in the first half of 1967 as compared to only S$ 21.8 in the corresponding period of the previous year. A large number of people who have acquired Singapore citizenship and have been living for long on the other side of the strait (now belonging to Malaysia) have started constructing their own houses in Singapore Island. This may be the reason for such a spurt in the construction activity which, however, may

slow down in the future. But development of Industrial Estates, Jurong, Redhill, etc., should give enough scope f for brisk construction activity which may provide a good opportunity for Indian participation either in terms of export of construction material like structurals, etc., or actual construction itself.

Roads and Railways

Singapore Island has a road length of about 500 miles. A more developed network of roads exists in the commercial and residential parts and near the harbour.

A rail length of about 25 miles connects the Singapore railway station with the Malaysian border near Johor Bahru. Twelve miles of railway line has been newly laid to link Jurong with the main Singapore-West Malaysia railway. It serves the purpose of bringing raw materials like clinker and timber from West Malaysia to Jurong and despatching locally produced goods for export. Export prospects of road building or rail construction materials to Singapore for Singapore's own requirements are not much.

Telephones

The Telephone system within 'Singapore Island' is entirely automatic and is served by 11 Exchanges with

90,000 lines. In 1966, 6,800 lines were installed to replace old equipment and 6,000 new telephone lines were made out of the total enquires for new lines of 10,908 in 1966. Import requirements of the telephone Board and the system of procurement are dealt with under tendering system.

Port:

Control and regulation of navigation and shipping is vested with the Port of Singapore Authority. 25 berths for ocean-going vessels and 5 for coastal have fully mechanised handling facilities and are provided with transit sheds, access roads and direct rail communications with the Malaysian railway system.

Entrances and clearances of vessels of over 75 net-ton pertaining to all nationalities for the year 1963 to 1968 are given in table below.

Singapore - Entrances and Clearances of Vessels Over 75 tons net register 1/

Period	Entered		Cleared	
	Nos.	'000 n.r.t.	Nos.	'000 n.r.t.
1963	11,653	41,125	11,597	41,055
1964	10,326	40,820	10296	40,670
1965	10,928	44,454	10,934	44,325
1966	12,230	50,817	12,188	50,876
1967	13,811	57,758	13,718	57,535
1968 (Jan.-Sept.)	11,614	47,064	11,440	46,716

1/ Monthly Digest of Statistics, Singapore, Vol. VII, No. 12, December 1968, p.60.

Number of ships entered and cleared at Singapore port and the freight handled at the port has been increasing every year. British Panamian, Japanese, Norwegian, Dutch, Liberian and Greek were the nationalities whose ships dominated the port scene of Singapore. Of about 12,000-14,000 ships that enter Singapore port only 150-160 ships are of Indian nationality.

Singapore's seaborne trade exceeds traffic handled by Bombay, Madras and Cochin ports put together. Singapore Port Authority has prepared a plan of further development of the port and the programme envisages expenditure of US $ 43 million in the Second Plan -

1966-70. The World Bank has given a loan equivalent to 15 million US $ to finance the foreign exchange cost of major port development projects as well as the purchase of craft and machinery required for efficient port operations. Singapore port is being equipped to handle 'container cargos'.

As part of this programme, at the Jurong a 3000 ft. deep-water wharf with five berths and a 1260 ft. coastal and lighter wharf have been completed and are now in operation. The dry-dock of the Jurong Shipyard Ltd., is capable of accommodating 90,000 ton tankers and it has comprehensive machine-shop facilities to provide the best ship-building and ship-repairing services in South-East Asia.

Currency, Banking and Prices

Till the middle of 1967, i.e., for two years after the formation of the independent republic, Singapore had the Malaysian dollar as its currency. One US Dollar was equivalent to 3.06 Malaysian dollar . The present currency is known as the Singapore dollar which is at par with the Malaysian dollar. One U.S. dollar at the end of 1968 was worth 3.08 Singapore dollars, though the official exchange

rate is 3.06. Singapore currency is stable since it has 100 per cent backing in reserves in the form of foreign assets and is fully convertible. Official external reserves in September 1967 were estimated at US $ 346 million as against US $ 305 million in September 1965.

Singapore has a well-developed banking system with branches of important banks of the world including banks from India.

Bank deposits have been increasing over the past few years as can be seen from the following figures. 1/

(Million U.S.$)

Period (as at the end of the month)	Bank Deposits
1963 December	364
1964 December	379
1965 December	407
1966 December	470
1967 December	609
1968 October	716

1/ Monthly Digest of Statistics, Singapore, Vol. VII, No.12, December 1968, page. 89.

In the opinion of the Finance Minister, Dr. Goh Keng Swee, the rising level of Bank deposits is "a vote of confidence in the stability and strength of the Singapore economy". The capital flow from Hong Kong, however, has contributed to the sudden spurt in the level of deposits in 1967 and 1968.

In the recent past the trend of wholesale prices of rubber products were on the decline and of other items like coffee, pepper, nutmegs, etc., it was unsteady. The consumer price index was on the increase till 1967 but it now shows signs of decline as can be seen from table given below :

Consumer Price Index 1/

(Apr./May 1960=100)

Period	Period	All Items
	1963 December	105.3
	1964 December	105.7
	1965 December	106.8
	1966 December	108.2
	1967 December	113.5
	1968 October	111.0

1/ Monthly Digest of Statistics, December, 1968, p.53.

Future Prospects

Singapore's economy would continue to expand but the rate of growth would essentially depend upon the growth of two sectors, namely, trade (entrepot trade) and manufacturing. Development plans have been giving great importance to infra-structure which would directly contribute to the growth of manufacturing and entrepot trade. Creating more and more employment opportunities to the increasing number of unemployed people in Singapore is another aim of the Singapore Government. From this viewpoint also, industrialisation is becoming essential. Taking into acount the high standard of living and high wage levels only sophisticated industries like electronics, etc., have good scope. Besides these, primary processing and packaging industries can also expand.

However, the industrial growth of Singapore depends much upon foreign markets, since the home demand of a population of two millions would be very limited. Exploitation of foreign markets, particularly the neighbouring ones is possible if Singapore maintains good neighbourly relations, particularly with Indonesia

and Malaysia. These two countries are already trying to industrialise themselves and to develop direct trade relations with foreign markets. While in the immediate future the dependance of Indonesia and Malaysia on Singapore is not threatened much, Singapore's importance in the South-East Asian region might decline, in the long-run, say after 8-10 years.

PART TWO

THE TRADE

Chapter 2

STRUCTURE OF THE MARKET

Private and Public Channels of Distribution

Import and export trade, wholesale and retail trade in Singapore is mainly in private hands. Intraco Ltd. (Singapore's counterpart of the State Trading Corporation of India) has been in existence since the end of 1968 to develop export markets for domestic manufacturers and to enhance the bargaining position of Singapore merchants in trading with socialist countries.

Being a small country, internal distribution channels are rather not very complicated. Importers act at times as wholesalers. There is a larger number of retailers. A recent phenomenon in the distribution system of Singapore is the opening up of emporia by (Mainland) China. Now there are 12 emporia in different parts of Singapore. Through such emporia a wide variety of goods - textiles, ready-made garments, electrical goods, stationery goods, hand tools, fans, sewing machines, etc. - are sold at competitive rates.

Import trade is handled by the Chinese, the British, the Indians and others. About two-third of the

import trade seems to be handled by the Chinese, about 15-20 per cent by the European, Australian, Japanese, etc., and about 10 per cent of trade by the Indian import houses. Trade handled by the Indians and the British is declining and that of the Chinese is increasing.

From the view point of commodity-composition of imports handled by different sections of importers, the British are gradually confining themselves to highly sophisticated machineries, complete plants and equipments. They are giving up their interest in intermediate type of goods which is getting concentrated in the hands of the Chinese. Thus the Chinese importers not only handle traditional goods like textiles, onions and spices, food products, tobacco, rubber, etc., but such intermediate industrial products like automobile spare parts, rubber tyres and tubes, iron and steel products, machine tools, electrical appliances, radio and television sets, etc., Indian importers continue to handle mostly the traditional goods which are becoming less important relatively in the total trade. Indian importers venturing to handle non-traditional goods are very few. While it is true that Indian importers generally import from India goods like spices, sarongs, printed cotton fabrics,

sports goods, etc., they do import from Japan, U.K. and even Pakistan, items like synthetic fabrics, cambrics, etc.

There are certain tied channels of import. British import agencies are generally tied up with U.K. and Western European countries and hence these agencies are unlikely to change their sole agency contracts in favour of any other country. Some Chinese agencies do import from India. However, quite a few of them have had bad experience in dealing with Indian exporters and whether Indian exporters are responsible for this or not, this may adversely affect India's exports to Singapore.

A significant feature of the distribution channel in Singapore is the barter trade between the traders of the Indonesian islands and Singapore. Although the Governments of both the countries are keen to curtail this, governmental efforts have not borne much success in view of the large number of small islands of Indonesia in the close vicinity of Singapore, and the long standing contacts between the traders. Indonesian traders in nearby small islands bring crude rubber, spices, copra, etc., in their own small boats to Singapore and exchange

them for cotton-piece goods, synthetic fabrics, other consumer articles, transistors, etc. However such trade in Singapore is not handled by the established import/ export houses.

Established import/export houses in Singapore who have good contacts with reliable importers in Indonesia. Indian exporters can operate their trade to Indonesia through such trade houses in Singapore them their commission agents. In that case orders will flow in from Singapore and Indian exporters can export items like steel, textiles, etc., directly to Indonesia. Payments in such cases generally take long time, say about 6 months, but Singapore commission agents may be persuaded to stand guarantee for the payments. This type of arrangement would really benefit India for increasing her exports and hence Indian exporters should exploit such opportunities though it may involve some risk.

The public channel of distribution is confined to government purchases through tenders. Various departments of government like Public Works Department, Public Utilities Board (Water Department, Electricity Department),

Singapore Port Authority, Jurong Town Corporation, Housing Development Board, Singapore Telephone Board, etc., procure their requirements through tenders. Items like power generation and distribution equipment (motors, cables, transformers, conductors, electric poles, etc.), water pipes and other fittings, steel fabrications, vehicles, etc., are purchased through tenders. There are local agents who tender on behalf of principals from different countries. Indian exporters will have better chances of winning the bid if they operate through local agents, though there are no restrictions against their participation in the tender direct. Besides these agents, there are contractors who take up jobs of constructing warehouses at Singapore port or factory buildings in industrial estates or jobs like construction of roads and bridges, hotels, residential buildings, etc. Such contractors may import construction materials, steel structurals etc., if supply is prompt and adhers to specifications.

Terms of Sales, Credit, Documentation, Shipping, etc.

Majority of items are imported into Singapore against letters of credit excepting few items like electric

motors, low horse power marine diesel engines which are imported and sold on a consignment basis (Australia was mentioned as one such country which was introducing her new goods and promoting sales). However, in some items like unmanufactured tobacco and cotton textiles - sarongs, handloom fabrics, silk fabrics, there is a tendency among retailers to demand credit terms from wholesalers, who in their turn expect importers to extend similar terms. Ultimately, exporters from other countries are obliged to export on credit ranging from 6-12 months. These things may affect India's exports in future if similar facilities are not given to importers. For a large number of items - iron and steel, engineering goods, automobile spare parts, rubber tyres and tubes, bicycle parts etc., there is no such problem of credit. Even Government purchases are made on cash payments basis.

Since a large part of imports are made under letters of credit, importers intend to buy from the cheapest and quickest source of supply. However, personal contact between import houses in Singapore and export houses abroad play an important part in giving priority for placing orders. Letters of credit are opened for

an initial period of 90 days, which can be extended by the Singapore importers.

India has no shipping problem in so far as Singapore is concerned. There are on an average 5-6 liners a month from Bombay, 10-11 from Calcutta and 2 from Madras. Various European countries including the Soviet Unions have their own liners to Singapore. India also has its own liner. India has definite national advantage in so far as Singapore is concerned, because sailing time from Calcutta port to Singapore is hardly 3 to 4 days as against 5 to 6 days from Japan and 10 to 12 days from the West European ports. Therefore, for quickness of delivery, India should stand a better chance. Some importers in Singapore complained however, that overall delivery period (from the date of opening of the letter of credit to receipt of goods) from India is generally more than that from Japan.

Publicity

Although Singapore is a price conscious market, publicity helps to increase exports. Advertisement through newspapers and television is popular. For luxury items like TV sets, Cameras, Automobiles, etc. advertisement is essential. In the case of other consumer items

also publicity is made, though on a moderate scale. Japan, U.K., West Germany, U.S.A. make wide publicity of their goods. China, U.K. have adopted the opening of departmental stores as the best way of popularising their goods. East European countries recently conducted exhibitions of a large range of their goods - textiles, household electrical appliances, machineries and equipments, etc., with great success in acquainting their goods to Singapore traders and citizens in order to boost up their sales.

General impression gathered by the team is that Indian goods are not advertised. Some Chinese importers, in particular, were not aware about the competitive rate and quality of Indian engineering goods. What is equally important is that the final consumers should be aware of certain products, their country of origin and their quality. Some items - textiles (handlooms in particular), tea, tobacco, rubber tyres and tubes, automobile spare parts, etc. - publicity to boost Indian exports upwards.

It may be worthwhile to conduct now an exhibition of engineering goods, electrical motors, machine tools, diesel engines, other types of machineries and equipments

to acquaint consumers and importers of Indian products and to show to them India's capability to produce quality goods.

Indian High Commission is not ill-equipped in so far as staff is concerned to gather and analyse commercial information and transmit it to respective organisations in India. Besides handling trade enquiries and complaints, the commercial section also conducts market surveys of selected commodities which have an export potential in that market. So far it has conducted market surveys on about 25 commodities. In addition, the commercial section helps Indian understanding the market conditions in Singapore and assists them to establish contacts with local organisations and traders.

Chapter 3

FOREIGN TRADE POLICY

Import Restrictions

Before November 1964, imports in Singapore were allowed freely except on three items - intoxicating drinks, tobacco and petroleum products on which revenue duties were imposed. In addition, there were two items - washing soaps and paints on which there were protective duties.

Since then the number of items on which protective duty is levied has increased. Besides the Singapore Government, either for health reasons or for safeguarding the interests of local manufacturers has started issuing special licenses or imposed quota restrictions. For instance, since 1.4.1968 special licence was necessary to import into Singapore mild steel flat bars of sizes other than 3/16" x 5/8", 3/16" x 3/4"; high tensils deformed bars, sizes below 3/8" or above 1¼", mild steel round bars below ¼" or above 1½".

There are items which are subjected to quota restrictions. For instance, wheat flour, import quantum

of which has been restricted to 1 per cent of 1962 import. In the case of bicycles non-motorised and mild steel flat bars (3/16" x 5/8" and 3/16" x 3/4") also import quota is restricted to 1 per cent of 1965 imports. Detail list of items coming under special licensing, quota restrictions and administrative prohibitions are given in Appendix 5.

However, it is to be noted that the validity period of special license and quota restrictions is six months and the position is reviewed every six months.

Although special licensing /or quota restrictions might continue even in the future, it appears that Singapore Government authorities are keen to replace special licenses or quota restrictions by import tariff.

Exchange controls are not very rigid. In the absence of any central bank to serve as Government's fiscal agent, Singapore Government relies primarily on the office of the Accountant General and four prominent Commercial Banks, who have been appointed as "Bankers to the Government". These four are the Chinese Overseas Banking Corporation, the Overseas Union Bank, the

Chartered Bank, and the Hong Kong and Shanghai Banking Corporation. They handle foreign exchange transactions, effect payment to Government employees and manage other appropriate banking transactions. Singapore has severe foreign exchange problem. So far as payment for import trade is concerned the Singapore importers enjoy high reputation in foreign markets.

Tariff Structure

Itemwise import tariff as effective from Ist August, 1968 is given in Appendix III. The Singapore Trade Classification and Customs Tariff, 1968, is based on the Standard International Trade Classification (Revised) which in turn, can be related to the Brussels Tariff Nomenclature.

Singapore has two-fold system of full and preferential tariff system. India, being a member of the Commonwealth, enjoys preferential tariff. But, however, in a majority of cases preferential tariff is on par with full tariff which means that India, in such items, cannot enjoy any preferential tariff advantage.

There is import duty on about 400 items, but on other about 2000 items imported into Singapore, there is

no duty. Duty is also generally low, 10-30 per cent ad-valorem, except on items like beverages, tobacco, sugar, there is a high levy. For instance, on unmanufactured tobacco, which is an item of import from India duty is about S$ 9.40 per pound.

Items that might be affected by import duty, so far as India is concerned, are rubber tyres and tubes, slotted angles of iron and steel, bolts and nuts of iron and steel, electric fans, electric wires, etc. On spices, tea, textile goods, diesel engines, machine tools, fresh fruits and vegetables there is no duty.

Since the Singapore Government is interested in protecting local manufacturers against competition from foreign countries import duty is likely to be introduced as and when new goods are produced. Hence the number of dutiable items may increase in future.

Import restrictions like special licensing, quotas or even import duty will not affect Singapore's entrepot trade.

Bilateral and Other Trade Agreements

India has no trade agreement with Singapore. In the joint communique issued by the Prime Ministers of India and Singapore during the former's visit to Singapore in May 1968, both the Prime Ministers expressed their determination to strengthen relations between the two countries "by promoting greater cooperation in the economic, trade, tourist, cultural, technological and scientific fields".

Singapore being a free economy might not attach much importance to bilateralism. However, it is necessary to note that Singapore's trade with East European countries has been growing since the recent past, particularly after trade pacts have been entered into with these countries.

Procedure of Imports and Exports

For a free economy of Singapore flourishing primarily on enterpot trade, procedures of import and export trade are simple and involve minimum formalities. Except in the case of quota-items and items where special licence is necessary, imports of other items can be made by importers themselves from wherever they want.

Import Substitution

Singapore is a country that has to depend upon imports of everything including water. Her efforts to produce on her own soil certain goods like textiles, steel, rubber products, etc., are dictated not so much by any necessity to substitute imports as to create new employment opportunities in the country. In items like textiles, steel or engineering goods, the categories and varieties of products are so many that it will not be possible to produce all at such a low cost as to compete with imported goods. For instance, in respect of rolled steel, the National Iron and Steel Mill produces mostly certain small sizes of bars, rods, angles, etc. Larger sections of channels, joists, angles, have to be imported. However, it must be noted here that gradually demand will increase for semi-finished products that would be required as inputs in local manufacturing units and only to limited extent import of final products may be affected.

Chapter 4

REVIEW AND PROSPECTS OF TRADE

Balance of Trade

The foreign trade of Singapore, though unsteady, has been increasing again after 1964. The following Table represents the trend of Singapore's trade over a period of 12 years.

(Million $)

Year	Balance of Trade				Exports minus Imports		Exports as percent of Imports
	Imports		Exports				
	S $	US $	S $	US $	S $	US $	
1956	3929	1309	3429	1143	-500	-166	87
1960	4078	1359	3477	1159	-599	-200	86
1962	4035	1345	3416	1135	-619	-210	85
1963	4279	1426	3474	1158	-805	-268	81
1964	3479	1159	2772	924	-707	-235	80
1965	3807	1269	3004	1001	-803	-266	79
1966	4065	1355	3374	1124	-691	-231	83
1967	4406	1469	3491	1163	-915	-306	80
1968	5083	1694	3891	1297	-1192	-397	76.5
1969 (Jan.-Nov.)	5655	1885	4322	1441	-1333	-444	77.0

Over the period 1956-1963, imports recorded a rise of about 8 per cent while exports were almost steady. The drop in foreign trade was sudden and steep in 1964 mainly due to the political confrontation with Indonesia.

Since than, however, there was a period of continuous recovery, and performance even in 11 months of 1968 was the highest during the whole period of 12 years. Singapore's imports have far exceeded her exports thereby making her balance of trade unfavourable. Trade deficit in 11 months of 1968 was more than double of that in 1956. Since the mainstay of the economy is entrepot trade and the country itself even now has to depend upon imports for her own requirements, imports naturally outstrip exports.

The importance of entrepot trade to Singapore economy of Singapore is clear from the fact that over three-fourths of the total imports are exported. However, there is some decline of entrepot trade in the recent past. As compared to 87 per cent in 1956, the percentage of exports to imports has dropped down to 74 per cent in the first eleven months of 1968. Against this background it appears that balance of trade of Singapore might continue to be unfavourable even in future.

Balance of Payments

Inspite of the above fact, Singapore has maintained a favourable balance of payments. (Table 3).

Net receipts items are 'invisibles' and capital accounts. Even in these items, the major sources of income to Singapore are 'transportation', 'travel', 'other invisibles and investmen income' and 'private capital account'. Import houses in Singapore act as "confirming houses" for imports of Indonesia and also Malaysia and that they get commission from that 'other invisibles' partly account for income from such sources. This aspect has been dealt with in detail in the trade section.

While in 1965 Singapore made a net contribution to her 'reserves', in 1966 and 1967 there were net withdrawals from reserves both official and commercial. Gross Fund position of Singapore only in the IMF as of September 30, 1968 was US $ 37.5 million.[1/] Official external reserves in September 1967 were estimated at S $ 1038 million.

Imports

Singapore's important items of import in 1967 were as given on the following page.

1/ International Financial Statistics, November 1968, P.5.

Community Groups and important items	Percentage to Total Imports
Total Imports	100.00
Food and Live Animals	18.40
Important commodities:	
Rice,	
Fresh fruits, vegetables	
Fresh fish	
Spices	
Coffee	
Condensed milk	
Sugar.	
Crude Material Inedible	14.47
Crude rubber including latex	
Mineral Fuels	16.76
Petroleum	
Manufactured goods	18.09
Textile fabrics (cotton and synthetics)	
Iron and steel	
Machinery and Transport	13.14
Motor cars,	
Buses,	
Lorries,	
Trucks, etc.	

The total of the commodity groups listed above accounts for over 80 per cent of the entire import of Singapore, total of the specific commodities mentioned under each group would account for about 25-40 per cent of total imports.

There has not been any significant change in the structure of imports over the period 1963 to 1967. (Table 6)., Food, which accounted for 20.15 per cent of the total imports in 1964, came down to 18.42 per cent in 1967. Crude material inedible has declined from 22.62 per cent level in 1963 to 14.47 per cent of the total in 1967. An upward trend was recorded in case of 'Mineral Fuels' which was 13.67 per cent of the total in 1963 but rose to 16.76 per cent by 1967. Chemicals recorded a moderate increase from 4.25 per cent in 1963 to 5.37 per cent in 1967. Imports of manufacturing goods increased from 15.40 per cent in 1963 to 18.09 per cent in 1967. Machinery and transport which rose from 12.22 per cent in 1963 to 14.45 per cent in 1965 again came down to 13.14 per cent in 1967.

Composition of Export Trade

Singapore's chief exports are food, beverages and tobacco, crude material inedible, mineral fuels, vegetable and animal oil, chemicals, manufactured goods by material and machinery and transport, etc. The structure of exports of Singapore from 1963 to 1967 is given in Table 5.

The share of food and live animals which was 16.66 per cent of the total in 1963 came down to 13.74 per cent in 1966, but went up to 15.13 per cent in 1967. Beverages, and tobacco dropped to 0.78 per cent in 1967 from 1.50 per cent in 1963. The declining trend is noticeable in the case of crude material inedible which has come down to 27.69 per cent in 1967, from the level of 32.08 per cent in 1963. Mineral fuel, however, has recorded a rising trend from 16.72 per cent in 1963 to 19.10 per cent in 1967, while export of animal and vegetable oils has gone up from 1.18 per cent in 1963 to 2.09 per cent in 1967. Machinery and Transport has come down from 9.81 per cent in 1963 to 7.95 per cent in 1967.

The proportion of home consumption to total imports is comparatively high in respect of food products, manufactured goods, machinery and transport, and chemicals. In the case of crude material inedible, mineral fules, beverages and tobacco however, the proportion of exports to imports is very high, indicating low home consumption of these commdoties.

Direction of Trade

Singapore's major partners in her external trade are Malaysia, Japan, China, U.K., U.S.A., Australia, West Germany, India, etc. Over the period 1963-68 some changes have taken place in the relative trading importance of some major countries (Table 6). In order to see this change in the importance of trading partners in the last five or six years, the share of the most important countries and of India in Singapore's exports and imports are given as follows: (arranged in descending order)

IMPORTS FROM:

1963	Percent	1968 (Jan.-Nov.)	Percent
W.Malaysia	17.68	W.Malaysia	15.88
U.K.	9.98	Japan	13.44
Japan	9.53	China	9.23
U.S.A.	5.28	U.K.	7.82
China	4.95	U.S.A.	6.58
Australia	3.57	Australia	4.34
Hongkong	2.86	Sarawak	4.12
Thailand	2.86	Thailand	3.32
Sarawak	2.64	Hong Kong	2.80
India	2.63	West Germany	2.51
W. Germany	2.62	India	1.05
	64.60		71.09

India was one among the first ten most important trading partners of Singapore in 1963, but by 1968, she ceased to have this position. However, so far as Singapore's important sources of import are concerned, Japan, China, Sarawak, have improved their status pushing back to the lower ranks the European countries and U.S.A.

West Malaysia continues to remain the leading country from which Singapore imports her requirements.

EXPORTS TO:

1963	Percent	1968(Jan.-Nove.)	Percent
W.Malaysa	19.10	W.Malaysia	19.50
U.S.A.	6.67	U.S.A.	8.49
U.K.	5.84	Japan	6.81
Japan	3.93	U.K.	6.34
Sabah	3.35	Thailand	4.47
Sarawak	2.82	Hong Kong	3.66
Thailand	2.76	Sabah	3.47
Hong Kong	2.60	Sarawak	3.35
Australia	2.50	Australia	2.28
W. Germany	2.02	W. Germany	2.11
India	1.04	India	0.50
	52.63		60.99

Singapore's foreign trade is getting concentrated in the hands of a few countries. Over 70 per cent of import trade and over 60 per cent of the export trade is concentrated in 11 countries including India. Even among these, West Malaysia, Japan, U.K., U.S.A., China, account for over 50 per cent of the import trade of Singapore.

Indonesia is another country with which Singapore has large trade. Before confrontation Indonesia was the second largest trade partner of Singapore, next only to Malaysia. In 1963, for instance, Singapore's imports from Indonesia were about 16 per cent of the total imports and exports to Indonesia were about 7.8 per cent. Since the end of confrontation between Singapore and Indonesia, trade between the two countries is booming again. Neither Government reveals official figures, but private estimates placed Singapore - Indonesia trade (both imports and exports) at S $ 1,500 million in 1968. It is a strange marriage of necessity and convenience that binds giant Indonesia (population 119 million) and tiny Singapore (population about 2 million). Even though Indonesia is becoming increasingly self dependent in the matters of foreign trade it is thought that Singapore will continue to enjoy its present economic relations with Indonesia for the next five to ten years.

Another characteristic feature of changing direction of trade of Singapore is that countries in the Middle East and Africa are becoming important. This is particularly significant in view of the fact that Singapore's trade relations with her immediate

neighbours like Indonesia and to some extent Malaysia often come under political eclipse.

In the next 2-3 years Singapore may maintain her present growth rate in trade, 3.5 per cent in imports and 1½-2 per cent in exports. In the direction of trade further concentration in a few countries may take place. The South-East Asian countries like Malaysia, Indonesia and Thailand will continue to trade largely with Singapore not only because of Singapore's strategic location in that region, but also because of her port and shipping facilities, and the knowledge and contacts of import/export houses in foreign markets.

Chapter 5

TRADE WITH INDIA

In the external trade of Singapore, India is not a major partner. India's share in the import trade of Singapore was as high as 2.9 per cent in 1964 and as low as 0.9 per cent in 1969. While 1963 and 1964 were exceptional years during which imports from India were as high as U.S. $ 34-37 million, since 1965 they are in the range of US $ 18-19 million. But total imports of Singapore increased by over US $ 800 million between 1965 and 1969. Hence India's share in total imports of Singapore has been going down in the recent past.

(Million US dollars)

Year	Total Imports of Singapore	Imports from India	%age share of imports from India to total imports	Total Exports from Singapore	Exports to India	%age share of exports to India to total exports
1956	1,309	22.0	1.7	1,143	21.1	1.8
1960	1,359	17.0	1.2	1,159	23.2	2.0
1963	1,426	37.5	2.6	1,158	12.1	1.0
1964	1,160	34.0	2.9	924	8.0	0.9
1965	1,269	19.2	1.5	1,000	8.4	0.8
1966	1,355	18.9	1.4	1,126	9.0	0.8
1967	1,465	17.6	1.2	1,140	6.6	0.6
1968	1,694	17.8	1.5	1,297	6.5	0.5
1969	2,081	19.2	0.9	1,580	12.3	0.8

Similarly total exports from Singapore have been increasing, particularly since 1964, but exports to India were on the decline upto 1968. Only in 1969 Singapore exported asmuch as US$12 million worth of goods, which was nearly twice as high as in the previous year.

Analysis of Imports from India into Singapore by commodity groups:

Total imports of Singapore by commodity groups and that from India are given in table 7. Among 'food and live animals', important commodity groups are - spices, fresh fish, fresh fruits and nuts, fresh vegetables and animal feeding stuff. India's nearness to Singapore is one of the reasons for the export of such perishable items like fresh fruits, vegetables and fish. In items like 'animal feeding stuff' imports from India increased particularly in 1966 and 1967.

'Unmanufactured tobacco' is an important item in the commodity group 'Beverages and Tobacco'. Local production of about 500 tons a year represents a very small proportion of Singapore's requirements. Although India is one of the major suppliers of tobacco to Singapore, exports from India show a declining trend over the last three years. This is so because the

local small cigarette manufacturing companies which generally utilise unmanufactured tobacco from India, are finding it difficult to compete against large factories set up in collaboration with the United States. Secondly, Mainland China, Philippines and Thailand export tobacco to Singapore at more competitive prices.

Among 'Crude Materials and Mineral Fuels' the Crude Petroleum products are important items of import of Singapore and important from the export angle of India.

India's exports of chemicals are negligible, though Singapore imports a large quantity of medicinal products, paints and varnishes, etc.

Among manufactured goods, cotton woven fabrics and other woven fabrics, iron and steel shapes, pipes and fittings and household equipments are important from the view point of India's exports.

Non-electric machines, electro-domestic goods, electric wire and fittings assume great importance in the major group, 'Machinery and Transport Equipment'.

Among other 'Miscellaneous Items', clothing except fur cinematographic films and musical instruments are important items of export from India.

Besides, there are a large number of items exported from India in very small quantities. Further, there is no consistency in the export of such items over the last few years. Mention might be made here of 'Non-ferrous Ores', cotton, manufactured fertilisers, aluminium, steel castings, etc.

India's Export Problems in Singapore Market

First, in the case of items like, textiles, cotton yarn, cotton woven fabrics like greys and cambric, jute goods, etc., Indian exports have dwindled due to uncompetitive prices, poor quality, and the reported unattractive sample supplies. In the case of these traditional items of export from India, there is growing competion from Pakistan, the East European Countries, the Middle East Countries, China, Thailand, etc. India is not competitive in certain non-traditional items like low H.P. diesel engines. However, in items like motor tyres and tubes iron and steel shapes are sections India's competitiveness has helped to increase her exports. But being a late entrant in these items, trade contacts are yet to be firmly established.

Secondly, Indian exporters inability to adhere to agreed delivery period, their repeated requests for extension of letters of credit, bad packing, variation in the quality of goods between sample supplies and actual shipment, rise in price for repeat orders, non-payment of commission and so on make Singapore importers less enthusiastic about dealings with Indian suppliers. The general unawareness on the part of Singapore importers and India's non-competitiveness in certain non-traditional items had contributed to her inability to increase her exports. This applies particularly to machine tools, electrical appliances, and to some extent automobile parts, etc.

Thirdly, it was felt during field investigation that Indian exports are mostly due to the efforts made by the Indian importers in Singapore rather than the efforts made by exporters from India. This applies as much to spices, tea and textiles as to transformers, cables and electric appliances. Contacts with Chinese importers have been made only in some items like iron and steel. This impression about India's attitude to the foreign market was confirmed when observing the sophisticated, enlightened and aggressive salesmanship employed by the Japanese, Chinese, Pakistanis and East European exporters.

Hence the general impression gathered by the Study Team was that inadequate efforts were made by Indian exporters to acquaint their products, to establish contacts and to cultivate the market from the view point of long term benefits.

Singapore's Exports to India

Major items that Singapore exports to India are raw jute, crude rubber, vegetable oil, crude vegetable material, metal scrap excluding iron scrap, tin blocks and ingots, ship and aircraft store, oil seeds, nuts and kernels, clothing, hides and skins undressed and spices. In 1966 and 1967 these items accounted for over 75 per cent of total exports from Singapore to India. Most of these items originate in the neighbouring countries like— Malaysia, Sabah, Sarawak, Indonesia and Thailand. Singapore Government is keen to step up its exports of crude rubber, palm oil, tin blocks and ingots to India.

PART THREE

TRADE PROSPECTS FOR INDIA

Chapter 6

EXPORT PROSPECTS OF INDIVIDUAL COMMODITIES

India's export prospects of the following commodities appear to be good. These are discussed below:

1. Textiles
2. Spices
3. Tea
4. Jute
5. Iron and Steel
6. Rubber tyres and tubes
7. Machine tools
8. Bicycles and bicycle parts.
9. Diesel Engines
10. Electric Machinery

11. Onions, fresh fruits and vegetables
12. Petroleum products
13. Road Motor Vehicles
14. Fans and Sewing machines.
15. Animal feeding stuffs
16. Rice
17. Fish and fish products.

Export prospects of these commodities have been discussed and potential of their export has been assessed, keeping in mind, the trend of imports in the past, prospects of their local production, major suppliers of these items to Singapore, competitive position of Indian suppliers, credit and quota problems, etc.

Commodity-wise trade data was available for the period ending 1967 when field investigation was made in

September - October 1968. Hence the report is based mainly on import data upto 1967. In some cases where data was available later on for six months ending June 1968, the same has been added. Export prospects from India of individual commodities are assessed not only on the basis of past performance, but also on the basis of impression gathered during revisit to Singapore in March, 1970. The potentials of export individual items from India into Singapore by 1974 are quantified in a consolidated table. C.i.f. Singapore prices of pacific items pertain to the period of investigation, that is, the fourth week of September and second week of October 1968. However where c.i.f. Singapore prices were not available, average unit c.i.f. values are calculated for countries concerned on the basis of total value of import from that country into Singapore and quantities imported. This may provide a rough idea of the level of competitiveness.

From the view point of Singapore's total imports and import from India, textiles, iron and steel and spices are important commodities covering about 13 per cent of Singapore's import and 23 per cent of total imports from

India. (Table 8). Items like tea, rubber tyres and tubes, bycycles parts and machine tools are not significant. Petroleum products, road motor vehicles, fresh vegetables, electric fans and sewing machines accounted for 27 per cent of Singapore's import from India in 1967.

Textiles

Singapore has a growing market for textiles. Imports of textiles not only meet the home market and also find an outlet into the markets mainly of Indonesia and Malaysia. Since the last 2-3 years exports account for about one-fourth of textile imports. There are five textile factories producing all types of woven and knitted goods, four producing knitted goods mostly nylon and 16 units turning out a large variety of weaving apparel. Textile production by those units is not available. However, import requirements of textiles - cotton and synthetic, silk etc., for exceed local production.

Import and export of textiles, and India's share for the years 1963 to 1968 (Jan.-July) is given below: 1/

(Million dollars)

Year	Import			Export
	Total	From India	Per cent of Import from India to total imports	Total US $
	US $	US $		
1963	96.2	9.2	9.6	51.1
1964	81.8	6.6.	8.0	94.3
1965	87.7	4.5	5.1	45.9
1966	97.6	3.5	3.6	42.0
1967 2/				
1968 (Jan.-June)	78.0	1.1	1.4	N.A.

Data in the table reveals that while Singapore's imports of textiles have been increasing year after year, imports from India were falling. During 1967, volume of imports from India were less than one third of 1963 imports. The percentage share of imports from India during the above period dropped from 9.6 per cent to 2.1 per cent. Declining trend in imports from India continued

1/ U.N. Commodity Trade Statistics, 1963 to 1966.
2/ External Trade Statistics, 1967, Govt. of Singapore.

in the first half of 1968. But for the complete years of 1968, as per Indian trade statistics, exports from India showed a moderate rise over 1967 level.

Textile group consists of many items - yarn and thread, plain and printed fabrics of cotton, synthetic fabrics, silk fabrics etc.

Among the various items of import cotton woven fabrics and non-cotton woven fabrics account for about three-fourths of the total imports. The relative share of non-cotton fabrics is increasing year after year. But imports from India consist mainly of cotton-woven fabrics.

In the case of cotton fabrics, sharp competition arises from Japan and Mainland China, and of late Hong Kong. USSR and Pakistan (Table 8).

Pakistan, East European countries offer severe competition to India in the field of white cambric and drills and China, USSR, Japan, Formosa and Hong Kong in the case of cotton woven printed fabrics. The c.i.f. prices of certain of these items from different countries as quoted by importers were as follows:

(US Cents per yard)

Commodity / Country	Cambric	Shirting 36" width	Drill 25 width	Grey 38" width
India	19	40	-	-
Pakistan	15		18	36-38
Taiwan		35-36		36-38
China	-	-	17-18	-
USSR	14-16	-	-	-
Czechoslovakia				
Hong Kong	-	35	-	-

C.I.F. (Singapore) price of Indian cambric in the second week of October 1968 was about 19 US Cents per yard as against 15 cents for Pakistan cambric and that from USSR and Czechoslovakia 14-16 cents. For India to compete in Singapore market, a price reduction of 3 to 4 US Cents per yard, was reported to be necessary. Standard width required in the case of cambrics was 42 inches. Some Singapore importers reported that this width was not always maintained by Indian exporters who often export cambric of 36" width.

India was reported to be uncompetitive in the case of other cotton textile goods such as white shirting, drills and grey also. White shirting of 36 inches width

was imported at c.i.f. price of 35 to 36 US Cents from Taiwan and Hong Kong as against 40 Cents from India. Drills of 25 inches width were imported at 18 cents (U.S.) per yard from Pakistan and China. Local annual demand for drills is estimated around 10,000 yards. Khaki drills which are used for dresses of military personnel is being imported from India even now in small quantity. Grey was imported from Taiwan and Pakistan, CIF price for 38" width grey was 36-38 cents (US) per yard. Roughly around 2-3 million yards of grey were imported every year.

Factors responsible for the decline of textile import from India to Singapore as reported to the team were high prices of Indian commodities, bad packing, low quality and long delivery period. The complaint against Indian exporters was that they did not take sufficient interest to send attractice samples and often, the quality of actual shipments was inferior to that of samples.

Imports from India are handled mostly by Indian import houses in Singapore, a few of whom have stopped importing from India. The Chinese importers are reported

to be active in handling imports from the East European countries.

In the case of synthetic fabrics, the most important among the non-cotton textiles, India seems to stand no chance in competition against high quality, low price fabrics from Japan, U.K. and West Germay (Table 9).

In the case of textile yarn and thread, there is growing demand in Singapore both for home consumption as well as for export to Indonesia. Exports from India have gone down mostly in favour of Hong Kong, Japan, Pakistan and China. Due to unevenness and uncleanliness of Indian yarn, Pakistani yarn is preferred by producers of finer varieties of cloth. There is no tariff on textile import except on twine, cord and rope of synthetic material and sanitary towels. Indian producers of good quality yarn and thread should try to establish contacts with importers in Singapore for exporting yarn and thread.

Handloom Fabrics

Handloom goods such as bedspreads, sarees of cotton and silk, sarongs, dhotis, towels, cotton and woollen carpets, raw silk and pure silk dress materials,

ties, tablemate, etc., are imported into Singapore both for local consumption (including that of foreign tourists) as well as for export. Of the various handloom items raw silk material in plain and prints and carpets have considerable markets potential.

Sarongs

Sarongs have large local market and they are exported to Indonesia, Borneo and Brunei. India had the monopoly of supplying sarongs. Of late, there is competition offered by producers from Japan, China and Thailand whose prices were competitive. More over sarong importers are now required to give upto 6 months' credit to local buyers, and hence they demand credit terms from foreign suppliers. Import of sarongs is gradually declining.

Sarees

Though sarees are worn mostly by Indian women, local Chinese and foreign tourists have a fancy for silk sarees because of their artistic design and fast colours. Sarees are used as material for garments by the Malay and Chinese ladies. However, silk sarees can not competitive against the nylex and nylon sarees of Japan.

While a silk saree from India costs US $ 10, nylex saree costs only US $ 5-7. The latter is light, durable, easy to wash and does not need ironing. Indian women, therefore, often prefer nylex sarees to silk sarees. Import of sarees, therefore, has been going down.

Silk fabrics

Total import of silk woven fabrics in 1967 was about 5.7 lakh sq. yards, valued at about S$ 1.9 million. Out of that exports from India was 22 thousand sq. yards valued at about S$ 63 thousand, i.e., about 3.3. per cent of total imports. China, Thailand and Japan control about 75 per cent of the market.

Thailand is the main competitor for Indian raw silk. Thai silk is popular because of consistancy in good quality of material, standardisation of shades and above all, because of world-wide publicity for Thai silk. Indian raw silk materials is price-wise competitive. But often there are defects in weaving. Finishing also is reported to be poor. Indian manufacturers fail to supply silk material of the colour, shade and design as is asked for. This leads to rejection of material after it was

received from India. There is also undue dealy in executing orders, extending upto 3-4 months. If those shortcomings are rectified, exports of raw silk materials might increase. Attempts are being made by the Indian Handloom House in Singapore to popularise Indian raw silk material for utilising it also as tapestry in the furniture industry.

Export Prospects

Considering the past trends of import and considering that Indonesia and Malaysia might expand their own textile industry in the next 4-5 years, establish direct trade contacts with India, textile import of Singapore might increase only marginally by 1974 over 1967 level of 130 US million dollars.

Indian exporters should continue their efforts to increase their exports. Prospects for import of greys might decline, but there are good prospects for exporting cambrics, printed cotton woven fabrics, handloom fabrics of cotton and silk, carpets, cotton yarn, etc. The key factors to promote sales in the Singapore market are:

a) Price reduction of cotton fabrics, such as cambrics by 3-4 US cents per yard and shirtings by 4-5 cents per yard.

b) improvement in the quality of Indian yarn and thread, particularly evenness and cleanliness.

c) supply of attractive samples

d) quick delivery

If the points are fulfilled, the exports from India might go upto US $ 5 million by 1974.

Spices

Spices are important items of India's exports to Singapore. Imports of spices into Singapore are meant mostly for exports. Imports and exports of spices for the years 1963 to June 1968 are as follows:

	IMPORTS		Exports
	Total	Imports from India	
	US$	US$	US$
1963	22	0.6	28
1964	11	0.7	18
1965	17	1.3	23
1966	15	1.3	22
1967	22	0.6	28
1968 (Jan.-June)	13	0.4	13

Import-export trade of Singapore in spices is not steady as can be seen from the above figures. While imports of spices generally originate from neighbouring countries like Malaysia, Indonesia, Thailand, Cambodia, India, China and recently from Middle East and some African countries, exports of spices are made not only to neighbouring countries like Malaya, Thailand, Sabah, Sarawak, etc., but also to far off countries like U.S.A., West European countries, Japan, East European countries, Canada, Australia, South Africa, Ceylon, Pakistan, etc. The value of exports exceed that of imports. This can be explained from the fact that besides the element of value added in the case of exports, there are substantial imports from Indonesia through barter trade which are

not included in the import statistics.

Import of spices from India is unsteady. As compared to 1963, the performance in 1965 and 1966 was better but in 1967 there was a decline in exports. However, in the first six months of 1968, imports from India showed a rising trend. In fact, as per Indian trade statistics, exports of spices to Singapore in 1968 were valued at US$ 630,000 as against US$ 567,000 in 1967.

Commodity-wise Import of Spices

Itemwise import of spices for the years 1965 and 1967 is given in Table 10.

Important spices Imported into Singapore are:

	Percentage to total imports
1. Pepper (black and white)	65 - 67
2. Cumin seeds and coriander	6 - 7
3. Chillies	3 - 4

Pepper is by far the most important item of import among spices. Singapore has been importing white unground pepper in larger quantity since 1966 and import of black pepper has been correspondingly declining. India does not export white pepper. Sarawak

and Sabah hold monopoly position in this item. In the case of black pepper, India is losing market to Sarawak, which is a comparatively cheaper source of supply. As against c.i.f. price of S$ 91-100 per picul (133.3 lbs.) from India the import price of pepper from Sarawak is reported to be about S$ 85-90. India does not export any chillies (dried or ground) nor, cloves which are important items among spices. Local price of dry chilly is S$ 80 to 100 per picul. Total import of this item in 1968 was S$ 2.29 million. Indian exporters of spices should explore possibility of exporting dry chillies to Singapore.

Middle East and African countries have recently entered the spice market of Singapore in the items which are incidentally, important export items from India. In the case of seeds of Anise, fennel, cumin seeds and coriander Morocco and Iran have made offers at very competitive prices to Singapore importers. Cumin seeds from Iran were imported at about c.i.f. S$ 50 per picul in 1968 as against S$ 70 per picul from India. C.i.f. price of coriander from Morocco was reported to be S$ 35 per picul as against S$ 50 per picul from India.

In the case of ginger not in syrup, the price offered by mainland China is less than half of that offered by Indian exporters.

The Br. Caribbean Federation is a force to recken with in the case of mace and cardamoms.

A characteristic feature of the import of spices into Singapore is that a large part of the import of tamarind, curry power, black pepper, chillies, etc., are meant for the Indian and Ceylonese communities in Singapore and Malaysia. Hence, inspite of comparatively high price, they will continue to consume Indian spices for taste and flavour. Since the Indian population is hardly 10 per cent of the total population however, the overall demand for spices by Indian community will not be large. In spite of the fact that volume of spice trade handled by Singapore is declining, India might be able to increase export of spices and may therefore be worthwhile to;

1. concentrate upon the export of cheaper variety of spices, corriander, pepper, chillies, turmeric, tamarind, etc., and thus compete in price with countries like China, Malaysia, Indonesia, Moroco and Iran.

2. to continue to hold their share in the market in the case of good quality spices - tamarind, curry powder, pepper _which are consumed mainly by Indian and Ceylonese communities for taste and flavour, inspite of higher prices for them.

Tea

Imports of tea into Singapore show unsteady trend, but there was a definite declining trend in the export of tea from Singapore upto 1967. In the first half of 1968, export of tea substantially increased. Singapore's import/export trade of tea and import from India since 1963 are given below:-

(Quantity in tons)
(Value in '000 US$)

Year	Total Imports**		Total Exports**		Imports from India 1/	
	Qty.	Value	Qty.	Value	Qty.	Value
1963	4268	2826	4287	3352	1	1.8
1964	2014	1691	2468	2238	11	5.0
1965	2542	1958	2178	1883	2	2.1
1966	2704	2323	2064	1841	0.4	0.9
1967	1781	1788	2462	1813	-	-
1968(Jan. - June)2/	-	780	-	1220	-	-

** U.N. Trade Statistics.
1/ Tea Statistics 1964 and 1967-68.
2/ Singapore External Trade Statistics (Six months ended June 1968).

A sudden drop in the trade in 1964 was due to stoppage of imports from Indonesia caused by political confrontation. The above data reveal that import from India was insignificant in the total import of Singapore. There was no import of tea from India in 1967 and in the first half of 1968. However, Indian sources of trade statistics for 1968 show small quantity of tea export to Singapore.

Singapore and for that matter whole of South-East Asia at present is not an important market-region for Indian tea. An idea about how insignificant is S.E. Asia in the region-wise export of tea from India could be had from Table 11.

Countries like Indonesia, Argentina, China, Ceylon, U.K., Taiwan, North Vietnam, Rhodesia are important sources of supply of tea for Singapore. C.i.f. unit value of tea from Argentina, Taiwan is nearly half of that from India. However, tea from Ceylon, China and U.K. fetches higher price than that of Argentina or Taiwan.

There is no import duty on tea.

Export Prospects

India's low exports till 1966 and no exports in 1967 might be due to the fact that India has not so far given much importance to this market. However, considering the fact that Singapore imports a large quantity of tea, India should try to enter tea market of Singapore in a big way. Since it is essentially a price conscious market, Indian tea exporters might try whether tea dust of different varieties could be exported. It was given to understand that the Argentinian tea, for instance, is of inferior quality but import from that country is quite substantial. A market survey of tea in Singapore and Malaysia might be useful at this crucial stage if India is to enter Singapore market.

Jute Textiles

Jute goods, though not important in the import list of Singapore and also not significant in the overall exports from India, are being imported into Singapore in larger quantity year after year. But India's share in Singapore's import went down particularly in 1967 as can be seen from data given as follows:

Import of Jute Textiles into Singapore

(US$ '000)

	1965		1966		1967	
	Total	India	Total	India	Total	India
Jute Yarn	7	1	17	2	22	6
Twine and Cord of June	1268	467	1383	70	1079	99
Jute Sacks new	1768	1067	2295	1487	4096	1053
Jute Sacks used	2143	2	1602	-	1274	46
Total	5186	1537	5297	1559	6471	1204

From the above figures it is clear that jute sacks new and used are important items of import for Singapore. Jute twine and cord are next in importance. A large part of the imported jute goods goes towards meeting home demand, since only about one-third of total imports is exported every year, mostly to nearby countries like Malaysia, Sabah, Sarawak, Brunei, Hong Kong and, in a small measure, to the far off countries in Africa and the Middle East.

Since the last few years Pakistan, Thailand and China have come up as important sources of supply of jute goods to Singapore.

Jute Yarn

China (Mainland) is an important and competitive source of supply so far as jute yarn is concerned. U.K. was a major supplier till recently, but in 1966 and 1967 exports from U.K. declined considerably. Exports from India in the last 2-3 years have shown a moderate upward trend.

In the total import of jute goods, iute yarn is not an important item.

Jute twine and Cord

Till 1965 India was the largest supplier of twine and cord of jute to Singapore. Since then the position has been changing mostly in favour of Pakistan. In 1966 itself Pakistan got the monopoly share in this item. C.I.F. price of twine and cord from Pakistan was reported to be lower than that from India and quality of product not inferior to that of India. If Indian manufacturers lower down their export price, it may not be difficult

to increase India's exports. During the time of field investigation, c.i.f. price per ton of twine from India was reported to be about S$ 755-760 whereas c.i.f. price for imports from Pakistan was about S$ 700-710. Republic of North Vietnam, U.K., China also export twine and cord in small quantities but prices quoted by these countries were reported to be higher than those offered by India and Pakistan. With the recent reduction in the export duty, price difference on jute goods from India and Pakistan may decrease which is likely to improve competitiveness of India.

Jute Sacks New

India and Thailand are the competitors in the market. Import of jute sacks by country of origin is given in Table 12. As late as 1965, India had the monopoly position supplying over 60 per cent of total imports. But during 1967 imports from Thailand exceeds that from India. Pakistan is also entering the market, but so far its share is small. China and Taiwan are unsteady sources of supply.

The relative competitive position of India and other important countries can be seen from the following

price range for new jute sacks hessian cloth and twine imported into Singapore.

C.I.F. price in Singapore

Country	Gunny bags size 43"/29"	Hessian Cloth size 45/11 per 100 yds.	Jute Twine (1 ton)
	U S $	US$	US$
Nepal	25	13	220-223
India	28	14-14.3	250-253
Pakistan	28-29	13	233

During the field investigation, it was understood that some Indian importers have stopped importing jute goods from India. The quality of Pakistan jute goods, it was reported, was superior to that from India. Two Indian importers contacted during field study reported that they import jute goods from Nepal also, particularly gunny bags which were good in quality and low in price.

Real threat for increasing India's exports of jute goods to Singapore is from Thailand, who is competitive in price and also enjoys the advantage of nearness to Singapore.

Used Jute Sacks

At present West Malaysia supplies almost all the requirements of used jute sacks. At the same time West Malaysia imports large part of her own requirements from Singapore. So far exports from India are very little, but this is an item to which Indian exporters might pay more attention.

There are no tariffs on the import of jute goods.

Export Prospects

India has good prospects of increasing her exports provided the competitive position of Indian exports is improved in the case of twine and cord or jute and new jute sacks. Indian exporters should try to export more of used jute sacks to Singapore. It is necessary to note that the total imports of Singapore have been increasing year after year. By 1974 the total imports of jute goods might go upto US$ 2.5 - 3 million. If Indian exporters could be competitive in price and prompt in delivery, then it would possible to increase India's exports upto 0.5 million US dollars. As jute goods are being imported mainly for Singapore's own requirements as packaging

material, the demand level in future is likely to be steady. However it is possible that import of jute yarn may increase when new textile weaving mill comes up in Singapore and that of sacks may decline.

Iron and Steel

Iron and Steel are important items of import into Singapore, annual imports exceeding US$ 33-35 million. This commodity group constitutes 2.5 - 3 per cent of annual import bill of Singapore.

Import of Iron and steel products is about 2.5 to 2.75 lakh tonnes every year, 70 per cent of which consists of iron and steel shapes (including structurals), universal plates and sheets, iron and steel pipes and tubes. More than half of total imports go to meet home demand and the rest is exported to States of Malaysia, Indonesia, Thailand, Cambodia and South Vietnam.

A re-rolling mill - National Iron and Steel Mill 1/ has gone into production replacing to some extent import of structurals, bars, rods, wire, etc. Two steel tube

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1/ National Iron and Steel Mill has been awarded pioneering Status. It is to produce rolled steel products such as hard drawn bright iron and steel wire, galvanised iron wire, wire rods, staples, screws, spun iron pipes. Production and capacity in each of these items is not known.

manufacturing units have also come into operation which reduce import need of small size pipes and tubes.

Imports and exports of steel of Singapore and imports from India are given below:

(US$ '000)

Year	Total Imports	Total Exports	Imports from India
1965	38,941	17,043	175
1966	36,237	18,393	187
1967	40,307	17,289	526
1968 (Jan.-June)	26,341	5,818	288

While Singapore's trade in iron and steel has been fairly stable between 1965 and 1967, imports from India has recorded a three-fold rise in the same period. In the first half of 1968, while total imports recorded upward trend, exports declined. So far as import performance of India was concerned, it was better in the first half of 1968, but in the complete year of 1968 India exported less than she did in 1967.[1/] Presumably decline in the exports from Singapore in the first half of 1968, affected imports from India in the second half of 1968.

1/ As per Indian Trade Statistics, iron and steel exports to Singapore was US $ 403,000 in 1968 as against U.S.$ 473,000 in 1967.

Iron and Steel Primary Forms

Iron or steel primary forms, namely blooms, slabs billets, etc. are promising items in future. National Iron and Steel Mill (NISM) will demand in increased quantity primary forms of steel for rolling them into structurals and merchant products.

Australia, Japan and China virtually control market of primary steel products. One of the important steel import houses in Singapore mentioned that NISM had entered into a contract with a well-known Indian manufacturer for supply of billets a few years back. But billets were not supplied in time which affected production schedule of NISM. It is worthwhile for primary steel producers in India to make fresh attempts to establish direct links with National Iron and Steel Mill for regular supply of blooms, slabs and billets on a long-term basis and at competitive prices. C.I.F. prices per ton of bloom or slab vary in the range of S$250 to 350 (Rs.600-850). Australia was the cheapest and the largest source of supply of blooms and slabs for Singapore in 1967, while in 1965 Australia's share was negligible.

Angles, shapes, bars and rods, plates and sheets

These items constitute over two-thirds of total imports of iron and steel products into Singapore. About 180,000-200,000 tonnes of steel of these categories are imported every year. Construction activities of private and government agencies and steel fabricating industries are the main consumers of these categories of steel. Singapore exports large quantity of these items to Indonesia, Brunei, etc., undertaking construction activities and the system of executing construction works are dealt with separately indicating requirement of steel for these purposes.

The most important suppliers of rolled steel products to Singapore are Japan, Australia, U.K., Belgium-Luxembourg and West Germany (Tables 13, 14 and 15). India is a late entrant into the Singapore steel market and hence is yet to establish firm trade links. In items like bars and rods, angles and shapes of all sizes, import houses in Singapore considered that India was competitive. Between 1965 and 1967, exports of these categories to Singapore increased by 10 times. However in the case of plates exports have declined during the same period.

India is not exporting items like hoops and strips, ordinary wire, uncoated sheets, etc., which are also important for Singapore.

Pipes and Tubes

The major consumer of pipes and tubes is the Water Department of the Public Utilities Board. Unlike other items of steel, pipes of large sizes are generally procured against tenders issued by the Water Department. Small purchases of this department are made locally without inviting tenders. But annual purchases of major items of pipes, tubes and fittings are purchased through tenders. Even though foreign parties could directly participate in the tenders Water Department seems to prefer local agents for any foreign supplies, the reason being that it would be easy for the Water Department to have control over local agent for timely supply of goods strictly according to their own specifications.

An idea about size-wise annual requirements of pipes by the Water Department in 1968 could be had from the following:

Size	Quantity Required (ft.)
3/4"	60,000
1"	6,000
1/4"	38,400
2"	39,600
4"	50,000
6"	30,000
9"	16,300
TOTAL	240,800

Import trend over the five years (1963-67) shows that import of pipes, tubes and pipe fittings has been declining the main reason for such a phenomenon being that pipes and tubes are being manufactured in Singapore itself. However, import of pipes and tubes of larger sizes which are not manufactured locally would become necessary. Moreover import of these items for export is unrestricted.

Japan, U.K., Western Germany and China are important sources of supply (Tables 16 and 17). India has been exporting cast iron pipes and pipe fittings and exports have increased between 1965 and 1967 mostly due to her competitiveness in price.

Separate tenders are invited for design, fabrication and supply of steel structures and similarly for civil engineering works like construction of buildings, godowns, etc. tenders are called separately.

So far as steel fabrication is concerned, there are about 20 big engineering works who take up fabrication jobs. Big steel fabrication jobs are involved in the case of Jurong Town Corporation and Port of Singapore Authority. Following are some of the important steel fabricators who also participate in tenders.

1) M/s Bannen Engineering Works (Chinese)
2) M/s Hon Hup and Co. Engineering Works (Chinese)
3) M/s Wong and Wong Engineering Works (Chine-se)
4) M/s Ban Sing Engineering Works (Chinese)
5) M/s George Kwock and Sons Ltd. (Chinese)
6) Redpath Dormon Long Ltd. (U.K.)
7) M/s Daiwa (M) Ltd. (Japan)
8) M/s Jardine Waugh (P) Ltd. (U.K.)
9) M/s Brosley Engineering Co. Ltd. (U.K.)
10) M/s Far East Enterprises (USA) (U.S.A.)

The U.S. and Japanese engineering works have come into existence only in the last 1-1½ years, while the Chinese and the U.K. firms have been in existence for longer time. Except in the case of very big orders the contractors purchase steel structurals, beams, channels, etc. from steel importers. However, contractors

sometimes import these items themselves. Quick delivery is very important for these contractors.

There is growing competition among contractors for bidding in tenders. Indian construction companies should try to bid in tenders either directly or in collaboration with local contractors. Some British contracting companies having secured orders through a tender have adopted a method of getting heavy steel fabricating jobs done in U.K. and minor jobs in Singapore. Indian steel fabricators and contractors can adopt similar methods by collaborating with local agencies.

So far as Jurong Town Corporation and the Port of Singapore Authority are concerned, construction jobs are mostly for factory sheds and godowns. The size requirement of universal beams for harbour godowns, for instance, are as follows:

24" x 9"	68 lb/weight per ton
18" x 7½"	45 lb/weight per ton
16" x 7"	36 lb/ " " "

One godown alone requires about 500 tons of universal beams. Besides these, there is need for channels and joists, etc.

There is good scope for increasing India's export of steel items by executing contract jobs if there is a local agency of Indian manufacturers or a local agent (importer) or if a contractor could be persuaded to work as commission agent for imports from India. Indian civil engineering contractors would be suitable agencies for this purpose.

Problems

While admitting the fact that Indian steel is competitive in price a majority of importers expressed the opinion that there was uncertainty about time involved in getting steel from India. Delivery period varies from less than a month to 8 months. This has discouraged many importers to place repeat orders with Indian exporters.

An equally important problem is of adhering to size requirements. Shapes and sections (bars, rods, angles, etc.) are required in fixed lengths of 20,30,40 ft. In many cases there are variations (very often excess) in the length of items exported from India. It was reported that when pointed out, certain Indian exporters asked the Singapore importers to cut the excess length of steel

to suit their requirements. This involved additional expenditure for importers. There were also complaints that even in one lot of shipment there was no uniformity in the length of bars or rods, giving an impression to importers that Indian exporters were not careful enough in adhering to size-requirements and size uniformity in making shipments.

Such a thing happens, possibly because besides a few established export houses there are a large number of minor exporters in India who eagerly try to secure strong orders from abroad, and having got one they collect goods from different manufacturers. This may lead to variations in size and length of materials despatched. Whatever may be the problems in our country, in this process, cultivation of foreign markets which is possible only by adhering to agreed delivery period and size requirements is being sacrified.

Import Duties

Till recently there was little or no import duty on any iron and steel item. But at present there is duty on the following items; though there is no excise duty on any steel item.

Item	Full	Preferential
Angles, shapes slabs & Sections of high carbon steel (Ton)	$60	$60
Galvanised Iron or Steel (Ton)	3 cts. per sq.ft.	3 cts. per sq. ft.

There is no difference between preferential and full duty which means that India, as a member of Commonwealth does not enjoy any tariff benefit. Import tariff is intended to give protection to local manufacturers. When NISM will start producing other steel items - shapes and sections, the possibility of introducing tariff on those items also is not be ruled out even though it is the expressed policy of the Singapore government not to encourage such units on its soil which cannot stand outside competition.

Importers of Steel

Import trade of steel in Singapore is handled by the European and more importantly by the Chinese import houses. While the European import houses are generally tied to their suppliers in Europe, Chinese import houses are the ones which could be contacted by Indian exporters. Indian manufacturers and export houses might also contact

major construction contractors and fabricators who place large orders with importers and often import directly from abroad. Quick delivery must be the foremost consideration in such cases.

Export Prospects

About 10-15 per cent of total demand for bars, rounds, angles etc. might be met by indigenous production by 1974. Among these larger sizes of bars, angles as well as plates and sheets will have to be imported. India has good scope for primary products like billets, blooms and slabs, skelp, pig iron for casting and also larger sizes of shapes and sections and plates and sheets.

Rubber Tyres and Tubes

External trade of Singapore in rubber tyres and tubes has been declining since 1964, the main reasons being that Bridgestone Malaysia Co. Ltd., has started producing rubber tyres and tubes for all types of vehicles - truck and bus, passenger car, scooter and motor-cycle and bicycle. Import and export of rubber tyres and tubes and imports from India for the years 1963 to 1967 is as follows:

SINGAPORE

IMPORT AND EXPORT OF RUBBER TYRES AND TUBES

(thousand US $)

Year	Import	Export	Import from India
1963	10277	6146	-
1964	5210	3509	Negl.
1965	3658	3019	2.8
1966	2397	2948	70.9
1967	2813	3675	27.2

In 1966, import of rubber tyres and tubes dropped to one fourth and that of export by more than half of the amount in 1963. The main sources of supply of motor, lorry and bus tyres have been the U.K., Japan, China, West Germany and Malaysia (Table 18). India has entered the Singapore market in this commodity rather late. In 1965, there was only a nominal export of about U.S.$ 3,000 which increased to about U.S.$ 70,000 in 1966, but in 1967 imports from India went down to US$ 27,000. This declining tendency continued in 1968. As per Indian trade statistics, India's exports in 1968 were about U.S.$ 9,000 (f.o.b. India) as against US $ 25,000 (f.o.b.) India in 1967.

Among the various items of import, pneumatic tyres of motor lorries and buses, motor cars, cycle tyres and cycle inner tubes are important. Itemwise import of rubber tyres and tubes for the years 1965 to 1967 are given in Table 19. Imports from India are mostly in respect of pneumatic tyres of motor lorries and buses, other pneumatic tyres, inner tubes of motor lorry buses. In 1966, there was a sudden increase in the export of other pneumatic tyres amounting to US$ 63,000. However, in 1967, exports from India again came down.

India has exported pneumatic tyres of motor cars, since 1966 only average c.i.f. unit value of a pneumatic motor car tyre was U.S.$ 8 as against U.S.$ 10 from West Germany, U.S $ 10-11 from U.K. and Japan and about U.S.$ 12 from Malaysia and Australia. In cycle tyres also and motor lorry and bus tyres as well, India is quite competitive. The average c.i.f. unit values are as follows:

Average Unit c.i.f. value of Rubber Tyres and tubes

(U.S.$ per unit)

Country/ Commodity	Motor Car tyres pneumatic	Motor lorry and bus tyres, pneumatic new	Cycles tyres pneumatic new	Motor lorry and bus tubes
India	8	35-38	0.65	4.5
U.K.	10-11	-	-	-
Japan	10-11	32-34	0.65	3-3.5
China	8	36	0.65-1	-
W. Germany	10-12	45-47	-	-
Malaysia	11-12	43-48	0.65	3.5-4
Australia	12	-	-	-

As a measure of protection to the local manufacturing unit, tariffs have been levied on the import of rubber tyres and tubes. There is preferential duty of S$ 1 to 1.5 per lb. and full duty of S$ 1.40 to 2.10 per lb. On pneumatic tyres and tubes of motor cars, scooters, cycles, bus and lorries. Being a Commonwealth country, India has the advantage of preferential duty which is less than full duty. Since 1.4.1968 there is a special licence necessary to import of motor, scooter and bicycle tyres and tubes which reduces import prospects.

Prospects

The major constraints for substantial export expansion from India are:

a) Singapore's drive to produce these goods herself.

b) Brand consciousness of consumers (who have been used to goods manufactured in Europe).

c) India's capacity to produce tyres and tubes which can be fitted to the Japanese automobiles. Japan has already entered Singapore's automobile market in a big way.

However, considering the fact that India is competitive in price, Indian exporters could overcome these constraints and increase exports. The key factors in increasing exports are wider contacts with the European and Chinese import houses and aggressive salesmanship. By 1974 total imports may go upto U.S.$ 3 million. If Indian products are competitive, and aggressive salesmanship is adopted by Indian exporters, could go upto US$ 100 thousand.

Machine Tools

There is a growing market for machine tools in Singapore. Machine tools are not manufactured in that country so far. There is no tariff on the import of machine tools.

Imports and exports of machine tools for the years 1965 to 1967 and imports from India are given below.

(U.S.$ '000)

Machine Tools for Working Metal

	Imports	Exports	Imports from India
1965	1465	425	19
1966	1715	532	5
1967	2615	938	12

From the above given data it is clear that imports of machine tools have been continuously increasing. Exports of machine tools from Singapore account for less than one-third of total imports and exports show an upward trend. But imports from India are unsteady and at any rate are negligible. In 1968, as per Indian trade statistics, exports showed a marginal decline over the level of 1967.

Major sources of supply of machine tools to Singapore, by order of importance are U.K. (accounting for one-fourth of total imports), West Germany, China, Japan, Australia and U.S.A. (Table 20). These countries account for over 75 per cent of the total imports of Singapore.

Imports of machine tools from a large number of countries might be due to the fact that metal working units which have come up recently are in collaboration with different countries like Switzerland, Taiwan, Australia, Hong Kong, U.S.A., etc. The countries offering collaboration supply their own machinery like lathes and their parts and subsequently other tools also are generally imported from the same country.

An idea about the volume and variety of machine tool requirements in Singapore can be had from the fact that over 40 industrial units have come up in the last 2 to 3 years which have been awarded pioneering status. These units turn out products ranging from screws, tools and nuts to steel ships of over 300 g.r.t. and cranes of 3 ton capacity. Machine tools are generally imported by the import houses specialising in engineering goods.

By 1974, total imports of machine tools may go upto US$ 3 million. While competition is severe in that market and, in some cases sources of supply are tied up, India should nevertheless, try to push her exports in that market. Considering India's progress in the machine tool industry, it appears worthwhile for organizations like the

Engineering Export Promotion Council to make a detailed market survey for machine tools from the view-point of technical specifications of machine tool requirements. It is felt from the present survey, that establishing closer contacts with Chinese import houses and offering large profit-margin to importers as initial incentives may help to export to Singapore machine tools worth US$ 100,000 by 1974.

Bicycles and Parts

Singapore is a shrinking market for bicycles and bicycle parts. To a great extent, this is due to decling export market and also due to increase in local production. An idea about the total imports and exports of Singapore in bicycles and bicycle parts and imports from India can be had from the following:

Imports and Exports of Bicycles and Parts

(thousand U.S.$)

Year	Imports	Exports	Imports from India
1965	2329	1757	61
1966	1692	1268	12
1967	2444	585	21

The year-to-year variation in the volume of imports and exports are large and so also imports from India. In 1968, for instance, as per Indian trade statistics, exports of bicycles and bicycle parts increased to US$ 45,000 (f.o.b. India) as against US$ 16,000 in 1967. In the total import of bicycle parts of Singapore the share of bicycles is approximately 50 per cent and the rest pertains to bicycle parts.

China, Japan and U.K. are the largest suppliers of bicycles and their parts to Singapore. Formosa, West Germany, Poland, Czechoslovakia and Italy are other exporting countries. Export from India is hardly 1 per cent of total import (Tables 21 and 22). Among the bicycle parts, the important items are cycle frames, saddles, handle bars, rims, mudguards, chain wheels and cranks. China and Japan are in a position to control the bicycle market mainly because of their competitiveness. Average unit c.i.f. values of bicycles and parts are given as follow:

(U.S. $)

Country	Bicycle Complete	Bicycle Parts		
		Cycle Frames	Rims	Wheels and Cranks
China	15-17	3	0.72 to 0.8	0.6 - 0.7
Japan	15-17	8-12	0.9	0.6 - 1.1
U.K.	32-33	9	1.1	1.2 - 2.2
India	18-21	-	0.62 to 0.7	0.7
Poland	13-16	-	-	-

But data given above show however, that even U.K. and Japan are not able to compete with China. Exports of U.K. dropped by 90 per cent between 1965 and 1967 and those of Japan by 75 per cent. Poland, inspite of her competitiveness, has not shown better performance.

Import restrictions

Since 1.4.1968 quota for import of bicycles and their parts was as follows :

Item	Quota
1. Bicycles (including children's bicycles in the normal from of adults bicycles)	1 per cent of 1965
2. Complete frames	1 " of 1965
3. Parts of frames	30 " of 1964
4. Handlebars (with or without brake fittings)	25 " of 1965
5. Seat pillars	5 " of 1965
6. Lamp brackets	5 " of 1965
7. Mudguards	10 " of 1965
8. Chain wheels and cranks	65 " of 1965
9. Front forks	10 " of 1965
10. Carriers	50 " of 1965

These quotas were lifted in 1969.

Prospects

Exports prospects for India in the case of bicycles and bicycle parts depend primarily upon the overall future imports. Imports of Singapore in respect of bicycles and bicycle parts might decline for the following rea sons:-

(1) In Singapore itself, bicycles are assembled and the parts are manufactured by the Malaysia Associated Industries Ltd. It has been awarded a pioneering certificate in 1967 and if this unit runs successfully, a few more units may come up.

(2) Malaysia and Indonesia, to whom Singapore has so far been exporting bicycles and parts are keen on assembling bicycles in their own country and at any rate, would like to import directly and not through Singapore. In this connection, it is necessary to note that Indonesia's largest import item from India under Rs. 100 million aid was bicycles and bicycle parts. A new factory is being set up in Djakarta to assemble bicycles based upon the import of bicycle parts. However, some exports to nearby islands of Indonesia and Brunei, Sarawak, etc., may continue even in future. Taking all the above factors into account Singapore's total imports of bicycles and bicycle parts might not go beyond US$ 2 million by 1974.

Considering India's competitiveness in the case of such bicycle parts like rims, wheels and cranks, saddles, etc., exports from India in the near future might not decline. In 1968, exports from India was more than two and half times of import in 1967. Improvement

in the finish of the products, more attractive packaging of goods and promptness of delivery would be crucial factors in increasing India's exports.

Diesel Engines

Diesel engines were not manufactured in Singapore till 1968. Yanmar Diesel Malaysia Co. Ltd., were awarded pioneering status in late 1967. By the end of 1969 this factory may start producing internal combustion engines of all types. At present diesel engines are mostly imported from Japan, China, U.K., West Germany, U.S.S.R. and Czechoslovakia. Imports from India are negligible. Singapore's imports/exports of diesel engines and imports from India since 1965 are given below :

(US$ '000)

Year	Total Imports	Total exports from Singapore	Imports from India
1965	9247	5599	2
1966	8850	5908	12
1967	8655	4831	15

Annual imports of diesel engines and parts are of the value of about US$ 8.5 to 9 million out of which exports amount to about US$ 5 to 6 million. In 1967 imports and exports of diesel engines were less than in previous two years. Nearly two-thirds of total imports of diesel engines into Singapore are exported to neighbouring countries like Malaysia (including Sabah, Sarawak and Brunei), Indonesia, Thailand, Cambodia, Vietnam, etc., and occasionally to Australia and Hong Kong. Imports from India are on the increase, though as yet they form a negligible proportion of total imports. In 1968, as per Indian trade statistics exports of diesel engines from India recorded substantial increase. In 1968 exports were valued at US$ 57,000 as against US$ 15,000 in 1967.

Typewise import and export of diesel engines during the years 1965 to 1967 are given in Table 23. Among the various types of diesel engines, marine diesel engines, high H.P. (over 50 H.P.) diesel engines and road transport engines are important both by value and by quantity. India has not exported any of the above types of engines. A nominal number of 19 and 27 stationary diesel engines (below 10 H.P.) were exported in 1966 and

1967 respectively. Country-wise import of these types of diesel engines and parts for diesel engines are given in Tables 24-26.

Market Trend and Present Export Problems

India is a late entrant in the Singapore market and is not competitive. Price offered by Indian exporters is generally 2-3 times higher than that offered by the Japanese and the East European exporters. CIF price of a 5 H.P. diesel engine from India was around US$ 300, as against US$ 100-110 from Japan.

Japan is by far the most competitive source of supply for Singapore, U.K., Germany & Czechoslovakia are other countries of importance. A peculiar feature about Singapore market is that a commodity can find a market even at relatively higher price provided its quality is good. U.K., West Germany, Czechoslovakian & Russian Diesel engines are considered to be of good quality. Large trade margin to importers and facilities of after-sales service go a long way in making goods competitive. While the West German and U.K. goods go by their established brand name, the East European countries, it was reported, are giving wide profit margin to importers and provide guarantee period of 2 years as against 6 months to 1 year given by others.

Among the various import-houses contacted in Singapore who deal with diesel engines and other engineering goods, there was either unawareness of India's production capacity of diesel engines or unwillingness to import from India. Some of the importers who have imported diesel engines even from reputed companies of India are not satisfied with the quality and the get-up of Indian product. There were complaints even against renowned manufacturers of diesel engines in India. In some cases where actual exports were not of the required specification. Above all, low turnover and low profit margins in respect of Indian diesel engines are the main reasons for unwillingness on the part of importers to take Indian products. There are no tariffs on the import of diesel engines.

Export Prospects

Prospects of increasing exports from India depend much upon the strategy that Indian exporters follow in Singapore market. More attention may be given to high H.P. diesel engines and marine diesel engines. In the case of Road Transport engines, consumers are indirectly tied to the original suppliers of automobiles in Singapore.

Automobiles of U.K., Japan, West Germany and Italy are popular. A more profitable field could be the export of diesel engine parts.

Due to decline in exports of diesel engines from Singapore since the last 2-3 years imports have also gone down. The estimated total imports of diesel engines by 1974 could be around US$ 7-8 million. Import of diesel engine parts may exceed 50 per cent of the total imports in which the export performance of India is relatively good. However, for increasing India's exports of marine diesel engines and high H.P. diesel engines which will continue to be important import items, some key factors are given below:

1) Established manufacturers in India may open up their sales office in Singapore, like USHA International in the case of fans, and from there they can also take care of neighbouring markets in Malaysia, Indonesia, Cambodia, etc.

2) Indian exporters may supply to Singapore import houses diesel engines on consignment basis, as is done by the Australian exporters, taking on themselves the risks involved if goods are not sold. If high quality diesel engines are supplied there is no reason why India should not make her products known in Singapore market and thus increase her exports.

3) Indian exporters should offer attractive terms to Singapore importers, e.g.,long guarantee period, competitive price and quick delivery.

Electrical Machinery (Transformers, Switchgears and Cables)

Imports of electrical machinery (power generating and distributing) into Singapore is of the order of U.S.$ 15-20 million every year, while exports of the same, are US$ 4-5 million. This indicates that the quantum of local annual requirements is quite high, about US$ 10-15 million. Import/export data for the years 1963 to 1967 are given below:

(US $ '000)

Year	Power Generating Equipments		Distributing Equipments	
	Imports	Exports	Imports	Exports
1963	8126	3949	5078	1547
1964	12747	2334	7174	1314
1965	14043	2378	7088	1187
1966	13484	4161	4594	1789
1967	9958	3601	5666	909

In value terms Singapore's trade in power generating machinaries and equipments is much larger than in distributing equipments. There are large annual variations in the import and export of electrical machinery. For Instance in 1966, there was a sudden decline in the import

and rise in the export of power generating and distributing machinery. In 1967, import of electricity distributing machinery showed a substantial rise, while that of exports recorded a steep fall. Electricity Department of Singapore Government is a major consumer of electrical power generating and distributing machinery, particularly of transformers, switchgears, cables, electric poles etc. Some of the items like cables and wires are manufactured in Singapore also. Far Eastern Cable and Switchgear Ltd., Sigma Cable Co. Ltd., have been set up in the Jurong Industrial Estate producing all types of cables. Acma Electrical Industries Ltd., is to produce all types of electrical motors. All these units have been awarded pioneering status. But their production is not likely to cover home demand completely. Countrywise imports of insulated wire (plastic and rubber insulated) and transformers are given in Table 27 to 30.

Wires and Cables

Annual import into Singapore of insulated wires and cables is about US$ 4-6 million. Singapore exports wire and cables worth US$ 1 - 1.5 million every year. India exports to Singapore mainly plastic and rubber

insulated electric wires. In 1965, India exported about US$ 0.24 million worth of wires and cables. But in 1966 India's exports went down to US$ 0.5 million. However, in 1967 there was great improvement in the export performance. India exported US$ 0.40 million worth of wires and cables to that country.

India is a competitive source of supply in respect of plastic insulated and rubber insulated electric wire. Average c.i.f. (Singapore) price per ton of plastic insulated wire from India varies in the range of US$ 700 whereas that from Japan is about US$ 900, from U.K. US. 1000, from China US$ 1000-1100.

In the case of rubber insulated wire c.i.f. prices per ton from different countries are; India US$ 700-800, Japan US$ 600-1200, UK US$ 1200-1600, China US$ 1000-1600. Imports from India, particularly of rubber insulated and other insulated electric wire showed an increase in 1967 over the previous two years. Considering the competitive position of India, imports from India will increase in the future provided wider contacts are established with the European and Chinese import houses dealing in these

items. Aggressive Salesmanship is very necessary to make an impact on the market. Some Indian exporters might even try giving sole agency rights to a firm as an incentive to boost up Indian export.

Transformers

Japan, U.K., West Germany are the major suppliers of transformers to Singapore (Table 30). In 1967-68, Electricity Board purchased against tender 22 Indian transformers, two of which blow up soon after their installation. Indian manufacturer took a considerable time in recommissioning these transformers. But that being the first attemp in introducing Indian transformers to Electricity Department, considerable damage has been caused to India's image in regard to the quality of the goods supplied. Electricity Department has not purchased either directly or through tenders any more transformers from India.

Tariff

There is 40 per cent import duty on rubber insulated, plastic insulated wire and on telephone, telegraph radio relay (not submarine), plastic insulated wire. On paper insulated wires or submarine wires however, there is no tariff.

System of Import

Imports of electrical power generating and distributing machinery are made by the import houses as well as by the Electricity Department.

In the opinion of the Chief Electrical Engineer, Public Utilities Board, the annual requirements of the Electricity Department could be about US$ 40-50 million, the share of electricity generating and distribution equipment being almost equal. The annual net increase of requirements in terms of value would be 10-15 per cent. The proportional share of different items of distribution equipments are:

Cables	60 per cent
Transformers	20 per cent
Switchgears	20 per cent

So far as transformers are concerned, the Japanese and German transformers are preferred for their compactness.

Export Prospects

India has good scope for exporting electrical machinery (generating and distributing) and equipments

in the near future. So far as tendering is concerned there are two types of tenders - local tenders and global tenders. Local tenders are issued in such cases expenditure of which are met from the Singapore Governments' budgetory sources. On the other hand, where projects (like the expansion of Singapore Port) are financed by International Agencies, global tenders are invariably issued. In the case of local tenders local agents are preferred. But in the case of global tenders though local agents can compete with outsiders. But in the case of global tenders, the Electricity Department insists on the name of the manufacturer being mentioned in it in order to know the standing of the manufacturers. Indian manufacturers of high quality electrical machinery and appliances should try to bid in the tenders and thus push up India's exports to Singapore.

What is most essential for increasing India's exports to Singapore is to prevent inter se competition among Indian exporters. It was reported in this connection that in 1965 India lost much of the Singapore market for PVC Cables because of cut-throat competition among Indian exporters.

Import of power generating machinery may go upto US$ 8-10 millions by 1974, but import of power distributing machinery, particularly electric wires might decline due to increasing home production. However, total import of these two items will be in the range of US$ 12-16 million. Imports from India of power generating and distributing machinery should increase to US$ 1 million by 1974.

Onions

Import of onions into Singapore acounts for about 8-9 per cent of total imports of fresh and preserved vegetables. Imports of fresh and preserved vegetables, total import of onions and imports from India are given below:

(US$ '000)

	Vegetables fresh and preserved	Onions	Imports from India
1965	19,434	1,537	881
1966	22,542	1,904	1,267
1967	22,904	1,943	1,291
1968 (Jan.-June)	12,590	852	687

Import of onions into Singapore has been increasing India is the largest source of supply of onions to Singapor

holding over 60 per cent of the market Table 31. Country-wise import data contained in Table 31, shows that besides India, China is exporting onions in large quantity. It was reported that China is dumping her stuff into the Singapore market by offering low price. At the time of survey, c.i.f. price offered by China was US$ 600 per ton as against US$ 900 per ton offered by Indian exporters. Australia, Taiwan, Lebanon and Netherlands are other countries exporting onions in large quantities.

The main reason for large imports from India is the superior quality of Indian onions. It is due to the pungency and flavour of Indian onions that even non-Indian communities in Singapore and Malayasia prefer Indian onions to Chinese onions.

Two types of onions are exported from India to Singapore. One is known as the Bombay Onion. 70-80 per cent of Indian exports are accounted for by this type. There is another type produced in Madras State which is exported to meet the demand of South Indian communities in Singapore and Malaysia. While there is no competition from other countries for the latter category of onions, competition is gradually being built up for Bombay Onions. It was reported in this connection that Mainland China is

trying to produce onions similar in quality to 'Bombay onions' and sell it under that brand name. Retail trade in Singapore and Malaysia remaining mostly in the hands of Chinese, Indian exporters might face great difficulty in fighting against such practice adopted by mainland China. This will be a great threat to export prospects of onions from India in the future, if measures are not taken to remedy the situation early.

A crucial factor for increasing exports and at any rate for maintaining India's present share in the Singapore market is packaging. It was reported that due to bad packaging, onions exported from India get spoiled bringing loss to Singapore importers.

Besides onions, India can also export cabbage, cauliflower, tomatoes and other fresh vegetables and fresh fruits like oranges, mangoes if shipping with cold storage facilities are provided. At present China, Taiwan, Australia, Indonesia and Malaysia meet the requirements of Singapore.

Petroleum Products

Petroleum products are important items of import into Singapore, accounting for about 11-12 per cent of

total imports. Imports of petroleum products of Singapore and imports from India are as follows:-

(US million dollars)

Year	Total Imports	Imports for India	Percentage to total imports
1965	132	3.7	2.8
1966	156	3.7	2.1
1967	169	3.0	1.8

Data given above reveal that while imports of Singapore are increasing (between 1965 and 1967 there was a rise of 25 per cent) imports from India to Singapore have been declining. Indian trade statistics for 1968 indicate a further decline in India's exports of petroleum products to Singapore.

India exports mainly refined motor spirit. Only in 1967 India exported about 6,000 tonnes of aviation spirit 100 octane and above. Both these items together account for 20 per cent of all petroleum products.

Iran is the largest supplier of both refined motor spirit and aviation spirit (Table 32). West Malaysia and Sarawak in the case of refined motor spirit,

Netherlands and Australia in the case of aviation spirit are other competing countries.

Rising import of refined motor spirit into Singapore is mainly due to Singapore's phenomenal rise in her exports of these items to South Vietnam. Over 50 per cent of exports of motor spirit and 75 per cent of aviation spirit have gone to Vietnam in the past few years.

Road Motor Vehicles and Automobile Spare Parts

Road motor vehicles and their parts are very important from the viewpoint of Singapore, since they account for about 3 per cent of total import of the country. This item is important from India's viewpoint also since India's export to Singapore of this item exceeds 5 times the export of bicycles and bicycle parts.

Singapore's imports and exports of road motor vehicles and imports from India for the years 1965 to 1967 are given below:

(US$'000)

	Total Imports	Total Exports	Imports from India India
1965	61,688	47,889	112
1966	50,671	43,271	42
1967	42,757	29,876	98
1968 (Jan.-June)			

Import of automobiles and parts declined between 1965 and 1967 mainly because certain models of Mercedes-Benz, Ford Anglia, Coxtina, Falcon cars are assembled in Singapore itself by importing all parts from abroad. However in 1967 about 55 per cent of total imports were accounted for by automobiles new and used, buses, trucks, tractors, tractor trawlers, etc. 45 per cent of imports consisted of automobile parts and spares since automobile assembly units have come up in Malayasia, which was otherwise importing automobiles and their parts from Singapore, exports from Singapore were affected during that period.

India exports to Singapore primarily automobile spare parts. In 1967, 70 per cent of total imports from India were accounted for by parts for motor vehicles. U.K. is the largest exporter of parts for motor vehicles. 35-40 per cent of total imports of this item orginate from U.K., U.S.A., Italy, Japan, Malaysia and Australia also exports automobile parts in large quantities.

Singapore market for parts of motor vehicles is not so much price-conscious as quality-conscious.

Consumers generally insist on parts supplied by original manufacturers. Indian products lacking good finish and being inferior in quality to those manufactured in Europe, USA, Japan and Australia, some importers in Singapore complained that they could not dispose of parts imported from India inspite of low price offered by Indian exporters. For instance, c.i.f. price for a piston imported from India was quoted as US$ 33, while that from U.K. US$ 100. Even so, the U.K. product is more saleable than Indian one.

Non-adherence by Indian exporters to agreed specifications and the quality of actual shipment being inferior to the sample supplied, are other complaints made against imports from India. The British Motor Car Corporation specifications are generally applicable in Singapore.

Export Prospects

Singapore's import of road motor vehicles will continue to decline in the future for two reasons. Firstly, Car Assembling and manufacturing capacity may increase in Singapore itself which reduces import of assembled cars. Secondly, countries like Malayasia and Indonesia are trying to

create and expand assembling and manufacturing activity in their won country thus reducing imports of automobiles and their parts from Singapore. This in turn will affect imports into Singapore.

However, Singapore's dependence on automobiles parts and spares will increase. Hence India should increase her exports of automobile spare parts since Indian products are competitive in price. But the key factor for increasing exports however, would be improvement in the quality and finish of the products. No less important will be development of contacts with important Chinese import houses. More than European, it is the Chinese importers who are generally less tied to any particular country and are willing to handle imports so long as they get wide profit-margin.

Electric fans and Sewing Machines

Singapore's import of electric fans and sewing machines and imports from India for the years 1965 to 1967 are given as follows:-

(US $ 000)

	Total Imports		Imports from India	
	Fans	Sewing machines	Fans	Sewing Machines
1965	1256	1974	292	20
1966	1660	2309	374	9
1967	1500	3297	301	5

Singapore imports, in value terms, more sewing machines than fans, while total imports of sewing machines and fans into Singapore has been increasing, in 1967 imports of fans showed some decline. Whereas import of sewing machines shot up by rearly US $ 1000,000 in 1967 over the import in previous year. This is mainly because new factories producing wearing apparel have come into being which required large number of sewing machines.

India exports mainly electric fans. Exports of sewing machines is negligible. Imports from India are declining mainly due to competition from Japan for table fans and from China for sewing machines.

However, it has been possible to achieve the present level of exports, thanks to M/s USHA International

who have set up their sales office in Singapore. They import USHA fans and Sewing Machines directly from India. There are no quota restrictions yet, but there is a tariff protection of about US $ 5 per ceiling fan and U.S. $ 2 per table fan. In addition to these there is 20% ad valorem duty on import of spare parts. These duties are expected to go up since the local manufacturers are already asking the Singapore Government for greater protection from outside competition. There are at present two local firms producing mainly desk fans which are in great demand - Sanyo and Acma Electrical industries.

So far as table fans are concerned, there is severe competition particularly from Japan. In the case of ceiling fans, USHA fans are in great demand. 70% of the ceiling fan market of Singapore is in the hands of Indian suppliers.

The c.i.f. price for a 60" ceiling fan from India is about US $ 17. The cost of manufacturing the same in Singapore is about US $ 19. In the case of table fans, even though the c.i.f. price from India is US $ 25 (for 16" fans) and from Japan US $ 24-26, people prefer the Japanese, because of better finish. In the course of next

few years, the demand for ceiling fans may decline since people there prefer table fans to ceiling fans. In fact, demand for table fans at present is around 2-2.5 times more than that for the ceiling fans. In shops and establishments there is a growing tendency to fix table fans models to their low ceilings, which serve better purpose than 60" ceiling fans.

Regarding tenders, there are no problems and the Government issues the Tender forms only to few firms and Usha is able to compete. However, imports through tenders account for only 5% of the total imports and hence the commercial market is more significant than tender market. At present Usha International is thinking of establishing its own assembly unit for sewing machines, ceiling and table fans and the negotiations are still going on. It was reported that they would be importing components from India and assemble them in Singapore.

Sewing Machines

There is a growing market for sewing machines. The characteristic of this market is that ordinary domestic sewing machines are giving place to zig-zag machines.

India has also introduced some zig-zag machines but the Japanese machines have better finish than Indian machine. Besides Japan, China too is a very competitive source of supply of sewing machines. Import price of a zig-zag Chinese machine is 10% use than the one from Japan which is is about US $ 70.

Export Prospects

The prospects of increasing exports of fans and, sewing machines from India are not bright, because domestic production is catching up with the market. Hence even overall imports of Singapore might decline. It may, however, be possible to export parts of electric fans if M/s Usha International sets up their assembly unit soon. India's exports could have been much larger if assembly plant had already come up by now.

Animal feeding stuffs

Singapore imports animal feeding stuffs both for local consumpsion as well as for exports. In 1967 animal feeding stuffs worth US $ 27 million were imported and in the first six months of 1968 these imports were valued at U.S.$ 14 .5 million. Exports of animal feeding stuffs from singapore in value terms come to about half of her imports.

Major items of animal feeding stuffs imported into Singapore maize are maizo for animals, rice bran, wheat bran, copra-cake and coconut cake and flour meal of fish molluses. Thailand in the case of maize, Cambodia and Burma in the case of rice bran, Australia and China in the case of wheat bran and China in case of flour meal of fish malluses are the important suppliers to Singapore.

Though India has not a major supplier of animal feeding stuffs to Singapore till recently, imports from India increased considerably in 1968. While in 1967 imports from India were valued at US $ 600,000, only in the first six months of 1968 imports from India exceeded this level. In the complete year of 1968 imports were about US $ 1.4 million.

Imports from India consist mainly of oil cakes and wheat bran. If Indian exporters cultivate this market and if supplies are assured then imports of animal feeding stuffs from India into Singapore may exceed US $ 3 million by 1974.

Rice

Singapore imports a large quantity of rice. Over US $ 40 million worth of milled rice was imported in 1967. Singaporeans are essentially rice eaters and hence rice is an essential item of home consumption.

Rice is imported mainly from Thailand, China, Burma, U.S.A. Pakistan and West Malayasia. Imports from India are negligible. While in 1967 import from India was valued at US $ 60,000, in the first half of 1968 it was only US $ 4,000.

Basmati rice is generally imported from India which is liked both by Indian and non Indian consumers. Price is not an important factor here. Only, Pakistan is a competitor to India. However, if supplies are regular imports of basmati rice from India on substantially increase in future.

Fish and Fish Products

In 1967 Singapore imported fresh fish and canned fish of the value of US $ 18 million of which fresh fish accounted for over US $ 13 million. Imports from India of these items in 1967 were valued at US $ 0.3 million

consisting mainly of fresh fish. The local population of Singapore, particularly the Chinese and the Malaya, is mainly fish eating. If efforts are stepped up by Indian exporters by way of regularity of supply, imports of fresh fish from India will increase in future.

Apart from fresh fish, large demand exists for shark fins, dried prawns, fish marine which can be exported in large quantity from India.

Others:

Besides items discussed above, there exists scope for a large number of other items also- Mention may be made here of small tools and hand tools, non-electric machinery, medicines and pharmaceuticals, tobacco, diamonds and artificial jewelry, cinematographic films and musical instruments. Table 33. For instance, Gedore and Dovidat hand tools and small tools of India have already earned good name in Singapore market. What is necessary is the establishment of contact with leading import houses and aggressive salesmanship. Singapore market is brand conscious so far as medicines and pharmaceutical products are concerned. However, Indian manufacturers may find good scope for export of certain products.

Chapter 7

JOINT VENTURES AND SERVICE CONTACTS

The Singapore Government's policy towards private investors - both foreign and local - combines maximum assistance with liberal incentives.[1/] No distinction is made between local and foreign investors. Economic Development Board, a statutory body specially set up by the Government extends technical and economic assistance to those who desire to set up new industrial units. Countries like Japan, U.S.A., U.K., West Germany, Hong Kong& Taiwan, have taken interest in starting industries producing animal feeds, cooking oil, textile fabrics, wearing apparel, plywood and veneer, rubber and rubber products, iron and steel shapes, sections, etc., cables, footwear, etc.

1/ Incentives - 2-5 years tax exemption is given to industries which are awarded pioneering status. Tax exemption is also given to industries in capital invested for plant expansion, on payment of royalties and fees. Duty free import of raw materials and machineries is permitted. Singapore gives preferential buying from indigenous industries.

The Government's desire to industrialise Singapore stems mainly from the need to solve growing unemployment problem in that country. High standard of living and employment of technical and skilled labour necessitates setting up of highly sophisticated and high value adding industries. Home market being small, all industries are required to be export-oriented. Economic Development Board while giving pioneering status attaches great importance to this factor.

At the beginning of 1968, 224 pioneering companies were operating in Jurong industrial estate and other estates. For Indian prospective investors in Singapore, the scope is limited. Local investors expect from the foreign collaborators equity participation. Moreover they intend to import plant and machinery from the cheapest and the best source of supply. This amounts to taking out from India capital in the form of foreign exchange, which may not be possible at present.

The small home market of Singapore, vulnerable nature of Singapore's neighbouring markets and good scope for investment offered by countries like Indonesia, Malayasia and Thailand tend to reduce the prospects of investment in Singapore. Scope for Indian participation in

joint ventures in Singapore is confined to iron and steel rolling and casting units, metal working enterprises, bicycle assembly units, etc. There will be growing demand for iron and steel castings by shipyards and engineering units. Detailed feasibility surveys however, would be necessary to start even these industries. What is essential in any joint venture is quick decision and prompt action by Indian collaborators.

There also exists good scope for starting consultancy work and taking up execution jobs like construction of warehouses and berths at Singapore port, construction of factory buildings, office and residential buildings, etc. In steel fabrication and erection works there is competition from European, American and Japanese establishments. But well established and experienced companies dealing in fabrication and erection works may find scope in Singapore. There are some Indian contractors in Singapore desirous of collaborations with well known Indian construction companies for undertaking big projects.

TABLES AND APPENDICES

Table 1

STRUCTURE OF THE ECONOMICALLY ACTIVE POPULATION

Sector	Population census 1957 (000 Nos.)	Percent	National Registration 1966. (000 Nos.)	Percent
1. Agriculture, Forestry & Fishing	31.5	7.0	22.7	4.2
2. Mining and Quarrying	1.6	0.4	2.0	0.4
3. Manufacturing	68.0	15.1	106.3	19.6
4. Construction	22.0	4.9	30.1	5.6
5. Electricity, Gas, Water and Sanitary Services.	5.6	1.2	6.6	1.2
6. Commerce	115.0	25.5	116.8	21.5
7. Transport Storage and Communication	48.8	10.8	62.1	11.5
8. Services	156.0	34.6	184.4	34.0
9. Others	2.1	0.5	10.7	2.0
Total Employed	450.6	100.0	541.7	100.0
Total Unemployed	29.6		43.4	
Total Economically Active	480.2		585.1	

Source : Two Years of Economic Progress.
By Goh Keng Swee, Ministry of Finance, Singapore.
(A Ministry of Culture Publication)

Table 2

ESTIMATES OF GROSS DOMESTIC PRODUCT BY INDUSTRIAL ORIGIN*

(Million S$)**

	1965		1966		1967	
	Value	Per-cent	Value	Per-cent	Value	Per-cent
Agriculture and fishing	140	4.12	153	4.59	152	4.17
Manufacturing & quarrying	312	10,97	367	11,02	415	11.39
Construction	131	4.60	129	3.88	153	4.21
Electricity, gas & water services	54	1.90	73	2.19	93	2.55
Wholesale & retail trade	833	29.28	956	28.71	1092	29.99
Ownership of dwelling	129	4.53	142	4.22	153	4.20
Government Services	214	7.52	268	8.06	280	7,69
Other services	1211	42.57	1288	38.69	1310	35.94
Statistical discrepancy	-179	-5.49	-45	-1.35	-5	-0.14
Gross Domestic product at Factor Cost	2845	100.00	3331	100.00	3643	100.00

* Source : Department of Statistics, Singapore Govt., Singapore.

** Till the middle of 1967 Singapore and Malayasia had common currency agreement. Now Singapore has its own currency which, however, is on par with Malayan dollar. There is interchangeability agreement of currencies between Singapore, Malayasia and Brunei.

Table 1

ESTIMATES OF BALANCE OF PAYMENTS

(S$ Million)

	1965	1966	1967 (Prelim.)
Merchandise account f.o.b. (net)	-759.8	-656.8	-808.2
Invisibles (net):			
Freight and Insurance	-206.9	-222.7	-247.2
Transportation	+248.8	+274.2	+327.8
Travel	+ 53.1	+ 71.9	+108.0
Transfer payments	- 48.9	- 45.1	- 49.2
Other invisibles and investment income	+563.6	+574.2	+508.2
Total Invisibles (net)	+609.7	+652.5	+647.6
Current Balance	-150.1	- 4.3	-260.6
Capital Account:			
Official Capital (net)	+ 7.7	+ 36.5	+ 14.8
Private Capital (net)	+ 48.6	+ 56.3	+ 89.9
Monetary Movements:			
Change in IMF and other international accounts	-	- 24.9	- 0.9
Change in reserves -			
Official	+ 45.0	-172.9	-304.2
Commercial	+ 17.2	- 34.2	- 54.7
Balance Item	+ 31.6	+143.5	+515.7

Table 4

IMPORTS TO SINGAPORE BY COMMODITY GROUPS

(Million S$)

	Commodity Groups	1963		1964		1965		1966		1967	
		Value	P.C.	Value	P.C.	Value	P.C.	Value	P.C.	Value	P.C.
0	Food	832	19.84	69	20.15	739	19.41	765	18.88	812	18.42
1	Beverages & Tabacco	77	1.84	60	1.77	70	1.85	65	1.60	74	1.67
2	Crude Material inedible	949	22.62	624	18.30	707	18.58	758	18.65	657	14.47
3	Mineral Fuels	573	13.67	460	13.50	509	13.35	621	15.27	739	16.76
4	Animal & vegetable oils and fats	38	0.92	36	1.06	57	1.50	58	1.42	65	1.47
5	Chemicals	178	4.25	168	4.88	189	4.99	204	5.02	237	5.37
6	Manufactured goods	646	15.40	545	15.99	626	16.45	652	16.06	797	18.09
7	Machinery and Transport	513	12.22	485	14.22	550	14.45	556	13.67	579	13.14
8	Misc.Mfg. articles	300	7.16	271	7.95	279	7.33	297	7.31	329	7.46
9	Goods not classified by kind.	87	2.08	74	2.18	80	2.09	88	2.17	84	1.91
	Total	4193	100	3408	100	3806	100	4046	100	4406	100

Table 5

EXPORTS OF SINGAPORE

(Million S $)

	Commodity Groups	1963 Value	1963 %	1964 Value	1964 %	1965 Value	1965 %	1966 Value	1966 %	1967 Value	1967 %
0	Food	567	16.66	410	15.10	436	14.50	463	13.74	519	14.88
1	Beverages & Tobacco	51	1.50	42	1.53	46	1.54	44	1.29	39	1.13
2	Crude Material inedible	1092	32.08	768	28.28	819	27.28	942	27.92	941	26.96
3	Mineral Fuels	569	16.72	490	18.04	431	14.35	594	17.60	677	19.39
4	Oil Animal & vegetables	40	1.18	43	1.59	60	2.00	67	1.98	69	1.97
5	Chemicals	105	3.09	101	3.73	110	3.65	117	3.48	114	3.28
6	Mfd. goods by material	402	11.79	352	12.96	357	11.88	370	10.97	360	10.31
7	Machinery and Transport	334	9.81	278	10.25	315	10.48	320	9.49	271	7.77
8.	Misc. Mfgd. Articles	133	3.90	132	4.85	153	5.09	163	4.82	161	4.60
9.	Misc. Transaction NES	11	3.27	100	3.67	277	9.23	294	8.71	339	9.71
	Total	3405	100	2716	100	3004	100	3374	100	3491	100

Table 6

SINGAPORE'S EXTERNAL TRADE BY MAJOR COUNTRIES

(Value in million S$)

Period	Total All Countries				U.K.				U.S.A.			
	Imports	%	Exports	%	Imports	%	Exports	%	Imports	%	Exports	%
1963	4279	100	3474	100	427	9.98	203	5.84	226	5.28	232	6.67
1964	3479	100	2772	100	350	10.06	183	6.61	193	5.55	116	4.20
1965	3807	100	3000	100	414	10.87	192	6.41	193	5.08	125	4.16
1966	4065	100	3380	100	408	10.04	185	5.47	211	5.18	162	4.78
1967	4394	100	3490	100	354	8.05	212	6.07	246	5.59	244	6.99
1968 Jan-Nov.	4667	100	3539	100	365	7.82	224	6.34	307	6.58	300	8.49

Contd.....

Table 6 (Contd.)

Period	AUSTRALIA				WEST GERMANY				HONG KONG			
	Imports	%	Exports	%	Imports	%	Exports	%	Imports	%	Exports	%
1963	153	3.57	87	2.50	112	2.62	70	2.02	122	2.86	90	2.60
1964	160	4.61	78	2.80	91	2.62	48	1.72	114	3.29	156	5.64
1965	166	4.36	94	3.13	104	2.74	58	1.93	109	2.86	133	4.43
1966	189	4.66	70	2.08	111	2.74	49	1.44	113	2.78	120	3.56
1967	197	4.49	73	2.09	128	2.90	54	1.54	126	2.86	117	3.35
1968												
Jan-Nov	202	4.34	81	2.28	117	2.51	75	2.11	131	2.80	129	3.66

Contd.....

Table 6 (Contd.)

Period	INDIA				WEST MALAYA				SABAH			
	Imports	%	Exports	%	Imports	%	Exports	%	Imports	%	Exports	%
1963	112	2.63	36	1.04	757	17.68	1011	19.10	14	0.33	116	3.35
1964	102	2.93	24	0.86	792	22.76	926	34.11	30	0.86	118	4.27
1965	58	1.51	25	0.84	885	23.24	939	32.79	43	1.12	132	4.42
1966	56	1.37	27	0.80	944	23.21	908	26.86	41	1.00	135	3.99
1967	53	1.20	20	0.57	840	19.11	825	23.63	32	0.72	131	3.78
1968												
Jan.-Nov.	49	1.05	18	0.50	741	15.88	694	19.50	28	0.60	123	3.48

Contd.....

Table 6 (Contd.)

Period	SARAWAK				FRANCE				ITALY			
	Imports	%	Exports	%	Imports	%	Exports	%	Imports	%	Exports	%
1963	113	2.64	98	2.82	31	0.72	62	1.78	39	0.90	71	2.04
1964	155	4.45	116	4.17	31	0.90	48	1.75	28	0.79	39	1.41
1965	181	4.76	149	4.97	39	1.03	46	1.53	35	0.93	44	1.46
1966	182	4.43	153	4.52	36	0.88	62	1.83	33	0.82	43	1.28
1967	198	4.51	142	4.05	42	0.95	55	1.58	43	0.97	55	1.58
1968 Jan-Nov.	192	4.12	119	3.35	40	0.87	55	1.55	53	1.13	42	1.18

Contd.....

Table 6 (Contd.)

Period	JAPAN				CHINA				THAILAND			
	Imports		Exports		Imports		Exports		Imports		Exports	
		%		%		%		%		%		%
1963	408	9.53	137	3.93	212	4.95	16	0.47	122	2.86	96	2.76
1964	364	10.48	95	3.43	196	5.65	1	0.04	130	3.74	91	3.29
1965	421	11.06	112	3.74	224	5.90	22	0.75	147	3.87	68	2.27
1966	464	11.41	123	3.65	272	6.68	137	4.06	162	3.98	118	3.48
1967	548	12.46	156	4.47	383	8.71	96	2.74	145	3.31	130	3.72
1968												
Jan-Nov.	627	13.44	241	6.81	131	9.23	73	2.07	150	3.32	158	4.47

Contd.....

Table 6 (Contd.)

Period	OTHER COUNTRIES			
	Imports	%	Exports	%
1963	1431	33.45	1149	33.08
1964	741	21.30	732	26.41
1965	786	20.66	864	28.82
1966	845	19.22	1083	32.04
1967	1062	24.17	1183	33.88

Source - Monthly Digest of Statistics, Dec. 1968,
Chief Statistician, Govt. of Singapore.

Table 7

SINGAPORE IMPORTS BY COMMODITY GROUPS

('000 S $)

Commodity Group	1966			1967		
	Total	India	P.C.	Total	India	P.C.
1	2	3	4	5	6	7
Meat canned & prepared	15,357	35	0.23	13,757	57	0.41
Fish Fresh	40,175	929	2.31	40,726	1,099	2.70
Rice	114,711	61	1.93	139,304	182	0.13
Cereals & Fir. prep.	22,993	50	0.22	26,161	192	0.73
Fruits & nuts fresh	53,729	703	0.31	6,746	685	1.11
Fruits dried 5	3,419	18	0.53	4,093	12	0.29
Vegetable Fresh	46,222	4,795	10.37	44,023	4,215	9.57
Preserved vegetable	21,405	64	0.30	24,688	67	0.27
Sugar and honey	25,620	22,440	9.52	32,354	91	0.28
Coffee	25,804	44	0.17	13,002	15	0.12
Choclate and prep.	3,235	16	0.49	2,493	11	0.44
Spices	44,116	3,904	8.85	66,059	1,892	2.86
Animal feeding stuff	100,619	1,230	1.22	81,702	1,785	2.18
Food preparations, n.e.s.	8,293	60	0.72	9,040	68	0.75
Tobacco unmanufactured	13,964	2,927	20.96	15,939	2,762	17.33
Tobacco mfs.	21,821	435	1.99	23,854	321	1.35
Cotton	6,288	75	1.19	7,807	26	0.46
Mineral NES non-metal	5,026	34	0.68	6,183	190	3.07
Non-ferrous ores	19,595	75	0.48	13,973	-	-
Crude veg. mat.	24,651	1,469	5.96	28,258	1,717	6.08
Petroleum products	468,547	10,892	2.32	509,480	9,233	1.81
Fixed veg. oil	4,728	233	4.93	5,517	-	-

Contd.....

Table 7 (Contd.)

1	2	3	4	5	6	7
Other animal veg. oil	1,128	33	2.93	1,903	36	1.89
Inorganic chemicals	8,835	91	1.03	9,037	10	0.11
Paints, varnishes, etc.	15,523	54	0.35	16,418	48	0.29
Medicinal products	37,771	282	0.75	41,644	294	0.71
Perfumes, cosmatics, etc.	17,677	241	1.36	22,595	240	1.06
Soaps and cleaning prep.	16,701	64	0.43	14,231	68	0.48
Fertilizers mfg.	16,736	296	1.77	19,019	81	0.43
Plastic mat.	23,445	24	0.10	26,909	64	0.24
Chemical products, nee. s.	28,579	18	0.06	37,616	28	0.07
Leather	3,499	90	2.57	3,155	74	2.35
Rubber mfg., n.e.s.	12,534	242	1.93	12,445	Neg.	
Wood mfg., n.e.s.	3,579	94	2.63	3,197	100	3.13
Paper and paperboard	48,406	77	0.16	52,424	314	0.60
Articles of paper	12,831	44	0.34	14.181	121	0.85
Textile yarn thread	17,882	194	1.08	28,117	318	1.13
Cotton fabric woven	96,623	4,293	4.44	134,080	3,378	2.52
Other fabric woven	126,533	3,106	2.45	165,742	1,839	1.11
Tulle, lace ribbons	9,336	250	2.68	14,452	100	0.69
Special fab.	14,163	457	3.23	20,108	467	2.32
Articles of textiles	21,281	2,252	10.58	27,840	2,106	7.56
Flour coverings	12,934	509	3.94	9,614	533	5.54
Clay material, etc.	7,058	89	1.26	6,824	18	0.26
Mineral mfg. n.e.s.	5,451	29	0.53	6,663	20	0.30
Glass	5,436	13	0.24	6,055	289	4.77
Pottery	8,894	17	0.19	12,172	15	0.12
Precious stone and Perl.	7,285	48	0.66	6,970	401	5.75
Pig Spang Iron etc.	4,968	43	1.82	3,384	-	-
Steel bar shape etc.	19,279	179	0.93	21,041	957	4.55
Iron pipes and Fitting	11,679	314	2.69	11,596	531	4.58
Steel Casting, forging	751	57	7.59	517	17	3.29

Contd.....

Table 7 (Contd...)

1	2	3	4	5	6	7
Copper	8,947	141	1.58	9,378	104	1.11
Aluminium	3,189	29	0.35	9,278	11	0.12
Structural Parts	4,789	101	2.11	2,326	2,751	-
Metal containers	6,067	38	0.63	7,306	226	3.09
Wire products	4,410	48	1.09	5,615	208	3.70
Nail screw Bolt	5,785	36	0.62	7,299	45	0.62
Hand tools	9,262	35	0.38	9,888	135	1.37
Cutlary	5,729	34	0.59	7,415	20	0.27
Household equipment	7,376	472	6.40	8,838	621	7.03
Metal Mfs. n.e.s.	21,572	124	0.57	24,636	147	0.60
Power generators	39,466	36	0.09	45,462	46	0.10
Office Machinery	12,716	145	1.14	13,901	68	0.49
Metal working mach.	5,873	13	0.22	10,509	38	0.36
Cloth Leather Mach.	11,054	26	0.24	23,330	44	0.19
Industrial Mach.	50,458	23	0.04	63,801	91	0.14
Machines n.e.s. non-elec.	114,172	453	0.40	97,819	1,329	1.36
Elect. Generators	41,279	2,347	0.57	29,376	122	0.41
Elec. wire of fitting	14,062	156	1.11	16,996	2,194	7.03
Telecom. apparatus	49,488	10	Neg.	62,635	33	0.05
Electro. Domestic goods	16,799	1,239	7.38	18,183	910	5.00
Elect. Mach. n.e.s.	29,673	251	0.85	39,497	53	0.13
Road Motor vehicles	152,011	126	0.08	128,271	294	0.23
Road Veh. Non-Motor	5,893	37	0.63	8,157	64	0.78
Sanitary testing mfg.	10,432	32	0.31	12,644	62	0.49
Furniture	5,331	46	0.85	5,961	25	0.42
Clothing except fur.	64,453	2,937	4.56	82,830	4,631	5.59
Scientific Instruments	28,284	25	0.09	31,739	36	0.11

Contd.....

Table 7 (Contd.)

1	2	3	4	5	6	7
Cinematographic	6,724	1,582	23.53	7,382	2,520	34.14
Musical Instruments	23,663	1,253	5.30	33,217	869	2.60
Printed Matter	31,339	210	0.67	39,177	260	0.66
Articles of Plastic	5,119	17	0.33	5,806	15	0.26
Toys, games etc.	20,472	57	0.28	24,609	58	0.24
Office Supplies n.e.s.	8,018	13	0.16	10,433	12	0.12
Jewellary, etc.	7,604	83	1.09	10,320	134	1.20
Misc. Mfd. articles n.e.s.	18,591	306	1.65	28,337	264	0.93
Postal Packages	34,968	735	2.10	32,984	683	2.07
Special transactions	50,359	221	0.44	47,603	458	0.96

Source : Singapore External Trade Statistics,
Govt. of Singapore, 1965, 1966 and 1967.

Table 8

IMPORTS OF COTTON TEXTILE FABRICS FROM MAJOR COUNTRIES

(S$ Million)

	Other Cotton woven fabrics bleached		Other cotton woven fabrics dyed		Other cotton woven fabrics printed	
	1967	1968 (Jan.-June)	1967	1968 (Jan.-June)	1967	1968 (Jan.-June)
India	0.9	0.4	1.2	0.5	0.2	0.04
Pakistan	15.4	11.3	0.3	0.3	Neg.	0.03
China	10.3	5.4	6.8	5.4	10.7	5.8
U.S.S.R.	5.5	2.8	Neg.	1.1	5.3	6.6
Hong Kong	1.0	1.2	5.1	3.4	4.2	2.0
Japan	5.7	3.3	7.1	2.6	8.6	2.1
Grand Total	42.2	26.9	25.8	15.3	38.0	21.9

Source: Singapore External Trade Statistics 1967 and six months ending 1968.

Table 9

IMPORTS OF WOVEN SYNTHETIC FABRICS INTO SINGAPORE FROM MAJOR COUNTRIES

(Million U.S.$)

	1963	1964	1965	1966	1967
India	1.15	0.72	0.52	0.28	0.32
West Germany	1.68	1.46	1.55	1.25	3.08
U.K.	0.52	0.42	.83	1.01	1.49
China (Mainland)	-	-	.27	0.97	1.50
Pakistan	-	-	0.17	0.49	1.84
Japan	8.74	11.16	14.10	22.73	29.46

Source: U.N. Commodity Trade Statistics 1963 to 1966. Figures for 1967 are from Singapore. External Trade Statistics 1967, Govt. of Singapore.

Table 10

IMPORTS OF SPICES INTO SINGAPORE

Value = 000 S$

	1965		1966		1967	
	Total	India	Total	India	Total	India
Pepper black ungrd.	23,758	712	13,954	905	12,964	127
Cinnamon	264	28	284	70	1,099	23
Nutmegs, Mace & Cardamom	1,958	474	2,461	995	1,964	480
Seeds of Anise, fennel coriander etc.	3,330	1,566	3,475	962	4,009	408
Cassia	626	66	910	24	962	5
Ginger not in syrup	1,185	296	1,031	402	553	83
Tamrind	465	2	475	1	480	3
Curry powder of paste	100	62	71	37	69	37
Other spices	1,145	916	622	508	985	727
Total Imports	52,400	4,000	44,300	3,900	66,060	1,900

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 11

TEA EXPORTS FROM INDIA TO DIFFERENT REGIONS OF THE WORLD

	QTY. IN TH. LBS			VALUE IN TH. RS.		
	1965	1966	1967	1965	1966	1967
Panel(A) for West Europe	255,683	213,006	283,865	664,959	785,900	1,196,490
Panel(B) for the Americas	27,851	25,412	26,806	72,595	89,019	193,691
Panel(C) for the U.S.S.R. and East European countries	63,636	48,565	53,596	189,153	189,800	238,594
Panel(D) for Australia and Far East Countries	11,193	13,445	14,163	26,163	40,335	49,048
Out of which S.E. Asia	20	4	4	59	20	18
Out of which Singapore	4	Neg.	-	10	4	-
Panel(E) for Africa(excluding the U.A.R. and Sudan) and Afghanistan	13,444	20,800	19,987	28,701	55,075	61,634
Panel(F) for the U.A.R., Sudan and West Asian Countries	66,365	72,796	71,116	163,927	211,022	235,202
Other Countries	147	1,051	1,535	4,249	4,033	5,725
GRAND TOTAL	439,520	395,075	471,070	1,149,747	1,375,184	1,890,384

Source : Tea Statistics 1967-68, P.145.

Table 12

IMPORTS OF SACKS OF JUTE NEW INTO SINGAPORE FROM MAJOR COUNTRIES

Quantity: Tons
Value : S$'000

Year / Country	1965		1966		1967	
	Quantity	Value	Quantity	Value	Quantity	Value
India	731	1,067	942	1,487	1,074	1,053
Pakistan	11	12	45	46	244	211
Thailand	11	12	174	190	1,219	1,237
States of Malaya	121	128	11	24	81	89
Total Imports	1,407	1,768	1,731	2,295	4,458	4,096

Source:- Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 13

COUNTRY-WISE IMPORTS OF BARS AND RODS OF IRON OR STEEL INTO SINGAPORE

Q. Tons
V. 000 S$

Years / Countries	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	179	63.4	97	38.0	1636	452.7
Belgium-Lux.	1868	665.8	549	204.2	280	113.8
China	6093	1968.6	3024	871.1	2082	620.9
Italy & S.M.	3169	1092.0	498	171.2	-	-
Japan	12279	4130.9	2292	757.0	614	287.6
U.K.	748	354.3	819	365.6	505	229.6
Total Imports	27415	9434.2	7403	2465.7	5552	1920.4

Source - Singapore External Trade Statistics, 1965 to 1967, Government of Singapore.

Table 14

IMPORTS OF ANGLES SHAPES ETC. 30 MM WIDTH OF IRON OR STEEL INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. = Tons
Value = 000 S$

Year / Country	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	19	15.7	217	61.6	742	214.2
Belgium Luxemburg	663	246.9	1488	537.7	2997	1129.8
China	1352	380.7	2924	796.7	895	259.3
France & M.	549	219.4	1026	387.3	2286	931.7
Germany F.R.	842	471.7	222	76.7	393	210.2
Japan	7097	2663.2	10380	3911.7	5700	2240.6
U.K.	823	478.0	813	495.4	2890	1170.4
Total	11612	4597.8	17374	6371.0	15946	6193.0

Source - Singapore External Trade Statistics, 1965 to 1967, Government of Singapore.

Table 15

IMPORTS OF ANGLES SHAPES ETC. UNDER 80 MM WIDTH OF IRON OR STEEL, INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. = Ton
Value = 000 S$

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	2	2.1	262	79.4	1009	290.6
Belg. Lux.	4387	1662.4	3019	1157.7	3780	1468.8
China	4168	1200.4	9700	2671.3	4409	1299.7
Germany Fed.	1372	584.9	589	208.7	588	188.3
Hong Kong					40	25.5
Japan	11347	3794.0	6681	2353.8	5529	2312.0
U.K.	679	455.8	1373	926.7	1180	715.0
Total Imports	22175	7810.4	22156	7620.0	16852	6467.4

Source - Singapore External Trade Statistics, 1965 to 1967, Government of Singapore.

Table 16

IMPORT OF PIPES CAST IRON INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. Tons.
Value '000 S$

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	603	218.8	715	243.3	1142	374.8
Australia	899	368.4	327	128.3	507	202.1
China	1279	384.7	2114	614.6	1444	402.0
Japan	2120	936.7	3570	1201.0	3634	1706.6
U.K.	5354	2224.5	1902	1101.3	566	276.0
Total Imports	10347	4164.7	8670	3309.5	7347	2980.6

Source - Singapore External Trade Statistics, 1965 to 1967, Government of Singapore.

Table 17

IMPORTS OF PIPE FITTINGS, IRON OR STEEL, EXCL. CAST IRON INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. tons
Value '000 S.$

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	34	42.0	58	68.9	134	147.1
China	417	519.9	324	449.6	509	559.3
Japan	412	621.5	1139	1150.1	641	796.7
U.K.	202	680.7	205	649.3	306	816.4
U.S.A.	12	48.2	27	222.0	15	174.2
Total Imports	1186	2091.8	1939	2843.0	1938	2924.3

Sourece - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 18

IMPORT OF MOTOR LORRY AND BUS TYRES PNEUMATIC NEW INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. Nos.
Value S$ 000

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	-	-	186	28	200	23
Japan	9,393	964	-	-	14,333	1374
U.K.	2,919	280	1,729	180	556	91
S. Malaya	15,092	2133	6,204	843	5,932	743
Total Imports	29,885	3713	11,041	1356	21,284	2275

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 19

MAJOR ITEMS OF RUBBER TYRES AND TUBES IMPORTED INTO SINGAPORE FROM INDIA

(US $ '000)

		1966		1967	
		Total	From India	Total	From India
1.	Motor car tyres, pneumatic new	435	2	358	-
2.	Motor lorry and bus tyres, pneumatic new	452	9	758	8
3	Motor lorry and bus inner tubes	30	3	77	2
4.	Other pneumatic tyres new	1025	63	700	157
5.	Other inner tubes	30	3	28	2

Table 20

IMPORT OF MACHINE TOOLS FOR WORKING METAL INTO SINGAPORE FROM MAJOR COUNTRIES

(S$ '000)

	1965	1966	1967
India	57	14	36
China	543	749	873
Germany Fed.	269	847	2023
Japan	409	414	1283
U.K.	1669	1513	1879
Total Imports	4395	5144	7846

Source: Singapore External Trade Statistics, Govt. of Singapore, 1965 to 1967.

Table 21

IMPORT OF BICYCLES NOT MOTORISED INTO SINGAPORE FROM MAJOR SUPPLIERS

(Nos. 000)
(Value S$ 000)

	1966		1967	
	Nos.	Value	Nos.	Value
India	Neg.	0.7	Neg.	3.0
China	29	1388	22	1137
Japan	4	185	1.7	87
U.K.	7	678	1.3	130

Table 22

IMPORTS OF CYCLE SADDLES INTO SINGAPORE FROM MAJOR COUNTRIES

(C.I.F. Value in S$)

	1965		1966		1967	
	No.	C.I.F. Value	No.	C.I.F. Value	No.	C.I.F. Value
India	17,123	73,041	7,964	25,515	1,440	3,725
China (Mainland)	28,968	74,528	11,709	31,014	40,118	93,863
Germany Fed.	2,050	5,103	500	1,218	500	1,248
Japan	24,701	70,925	18,390	52,317	12,074	34,959
U.K.	1,490	5,750	595	5,835	1,095	10,974
Total Imports	74,355	229,572	39,697	117,912	55,635	145,273

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 23

ITEMWISE IMPORT AND EXPORT OF DIESEL ENGINES - SINGAPORE

Value in '000 S$
Qty. in numbers

	1966		1967	
	Qty.	Value	Qty.	Value
1	2	3	4	5
IMPORTS				
Diesel Engines Stationary to 10 H.P.	1,990	877	1,080	683
Diesel Engine Stationary to 10 H.P. to 50 H.P.	503	1,033	536	1,211
Diesel Engine Stationary over 50 H.P.	374	5,105	510	5,184
Marine Engine Diesel	1,459	6,423	1,182	6,167
Road Transport Engine Diesel	2,342	1,664	2,109	1,402
Railway Engine Diesel	3	6	1	4
Parts of Diesel Engines	-	11,443	-	11,317
Total	6,671	26,551	5,417	25,967

Contd.....

Table 23 (Contd..)

1	2	3	4	5
		EXPORT		
Diesel Engines Stationary 10 H.P.	965	551	405	305
Diesel Engine Stationary 10 H.P. to 50 H.P.	432	1,593	268	892
Diesel Engine Stationary over 50 H.P.	214	2,974	208	2,931
Marine Engine Diesel	1,114	4,828	897	3,482
Road Transport Engine Diesel	1,096	1,459	873	837
Railway Engine Diesel	5	18	1	30
Parts of Diesel Engines	-	6,302	-	6,016
Total	2,826	21,724	2,652	14,494

Source:- External Trade Statistics - Govt. of Singapore - 1965 to 1967.

Table 24

IMPORT OF DIESEL ENGINES STATIONARY UNDER 10 H.P. INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. No.
Value S$

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	2	1,548	19	18,412	27	24,707
China	2	2,143	72	68,003	30	28,835
Japan	431	193,885	1352	354,976	715	382,248
U.K.	294	173,532	385	236,614	172	102,187
Total Imports	924	580,391	1990	877,461	1080	682,881

Source: Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 25

IMPORTS OF DIESEL ENGINES STATIONARY 10 H.P. to 50 H.P. INTO SINGAPORE FROM MAJOR COUNTRIES

Qty. Nos.
Value S$

	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	-	-	4	6,217	8	12,365
Australia	17	23,927	21	41,825	13	33,579
China	7	8,686	83	176,637	37	96,798
Germ. Fed.	19	69,373	10	33,149	15	57,289
Japan	-	-	13	6,012	68	171,770
U.K.	374	498,831	226	334,772	191	326,317
W. Malaya	168	594,216	145	431,544	129	357,929
Total Imports	591	1,203,648	503	1,033,047	536	1,210,920

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 27

IMPORT OF OTHER ELECTRIC WIRE RUBBER INSULATED INTO SINGAPORE

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	1	4	-	-	5	13
Germany F.R.	9	29	39	289	23	96
Japan	182	330	152	649	103	340
U.K.	67	262	61	271	30	180
Total imports	312	778	275	1,305	199	784

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 28

IMPORT OF OTHER INSULATED ELECTRIC WIRES INTO SINGAPORE

Qty. = Tons
Value = 000 S$

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	49	79	2	7	547	1,074
Germany	460	104	601	1,659	215	808
Japan	3,471	7,404	546	1,453	1,951	5,533
U.K.	801	2,176	821	2,592	612	1,857
Total Imports	5,C49	11,192	2,249	6,300	3,973	10,192

Source - Singapore External Trade Statistics 1965 to 1967, Govt. of Singapore.

Table 22

IMPORT OF OTHER ELECTRIC WIRES PLASTIC INSULATED INTO SINGAPORE

Qty. = Tons
Value = '000 S$

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	292	653	-	-	49	107
Japan	325	892	160	755	125	395
Netherlands	37	158	55	253	38	188
U.K.	275	809	61	285	86	545
Total Imports	1948	5,071	685	2,807	571	2,120

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 30

IMPORTS OF ELECTRIC TRANSFORMERS, REACTORS AND INDUCTORS INTO SINGAPORE

Qty. = Numbers
Value = '000 S$

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	-	-	25	97	207	69
Japan	2,244	3,416	30,771	1,590	68,432	2,505
Netherlands	1,498	24	11,191	87	13,297	115
U.K.	2,071	621	4,883	9,701	5,949	626
Italy & S.	-	-	203	799	1,316	621
Total Imports	10,113	4,559	85,641	3,923	145,369	4,684

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 31

IMPORT OF ONIONS INTO SINGAPRE

Qty. = Tons
Value = '000 S$

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	10,557	2644	12,040	3801	13,470	3874
Australia	973	259	386	116	1,125	313
China	4,421	843	7,456	1346	5,151	939
Netherlands	794	248	80	25	1,008	309
Total Imports	18,874	4610	21,528	5712	21,934	5830

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 32

SINGAPORE'S IMPORT OF MOTOR SPIRIT REFINED EXCLUDING AVIATION

Qty. = '000 Tons
Value = Million S$

From	1965		1966		1967	
	Qty.	Value	Qty.	Value	Qty.	Value
India	108	10.0	106	10.4	88	8.1
Iran	132	12.2	270	25.1	224	20.8
Sarawak	85	7.9	83	7.7	85	7.9
Malaya	44	4.2	54	5.1	50	5.3
Total Imports	443	42.7	584	55.3	522	49.4

Source - Singapore External Trade Statistics, 1965 to 1967, Govt. of Singapore.

Table 33

ESTIMATE OF POTENTIAL OF INDIA'S EXPORTS

SINGAPORE

(U.S. '000$)

Commodity	Actual Exports 1967-68	Actual Exports 1968-69	Potential for 1974
1. Textiles (Non-jute)	3,263	3,736	5,000
2. Jute textiles	106	133	300
3. Tea	-	-	100
4. Spices	500	608	1,000
5. Rice	41	34	500
6. Fish and Fish products	85	110	400
7. Iron ore			
8. Iron & Steel products	424	495	3,000
9. Electrical Machinery and appliances	915	397	1,000
10. Non-Electrical Machinery	154	273	300
11. Machine tools	1	14	100
12. Diesel engines	36	17	100
13. Motor Vehicles & Parts	137	257	500
14. Bicycles & Parts	8	67	100
15. Rubber tyres and tubes	11	2	100
16. Small tools and hand tools	10	21	100
17. Medicines & Pharmaceuticals	42	72	200
Sub-total (1-17)	5,823	6,236	12,800
18. Onions	837	1,261	1,800
19. Other Vegetables & fruits	198	316	1,200
20. Petroleum products	2,129	2,638	2,000
21. Tobacco	566	1,058	1,300
22. Clothings	18	58	100
23. Animal feed	534	807	3,000
24. Diamonds	492	649	
25. Cereals & cereal preparations	270	451	6,700
26. Cinematographic films	307	444	
27. Musical instruments	189	92	
28. Others	318	3,849	
Total	11,681	17,871	29,000

Appendix 1

THE SURVEY TEAM

Director-General

Shri S. Bhoothalingam

Project Director

Shri R.S. Sharma

Consultants

Indian	Foreign
Shri N.J. Kamath	Dr. Morton C. Grossman
Shri B.N. Khosla	Mr. William H. Rusch

Economists

Shri S.R. Chawla	Shri P.K. Krishnaswamy
Dr. R.G. Gidadhubli	Shri P.L. Narayana
Shri N.R. Gopalakrishnan	Shri R.K. Patil
Dr. P.C. Jain	Dr. T. Rameshwara Rao
Shri K. Kasturi	Shri T.R. Sehgal
Shri V. Krishnamurthy	Shri N. Venkataraman

Appendix 2

PERSONS CONTACTED DURING FIELD INVESTIGATION AT SINGAPORE

1. Chairman, Economic Development Board.
2. Director, Trade Division, Singapore Government.
3. Chief Statistician, Singapore.
4. Finance Secretary, Government of Singapore.
5. Chief Export Promotion Division, Government of Singapore.
6. Chief Electrical Engineer, Public Utility Board.
7. Deputy Director, Public Works Department.
8. Civil Engineer, Singapore Port Authority.
9. M/s B. Atma Ram and Sons,
   79, High Street,
   Singapore.
10. Mr. J. Rupa,
    M/s Rupa and Co.,
    109 High Street,
    Singapore-1.
11. M/s Moolamall and Co.,
    73-1, High Street,
    Singapore-1.
12. Mr. P. Gangaram,
    84-A, High Street,
    Singapore-1.
13. M/s Kumra Commercial Co.,
    23, High Street,
    Singapore-1.
14. M/s P. Govindaswamy Pillai & Sons Ltd.,
    80-81, Market Street,
    Singapore-1.

(Appendix 2 Contd.)

15. M/s S.A. Allapitchay and Co.,
147-149, Beach Road,
Singapore.

16. M/s Jitendra Kantilal and Co.,
22/C/E, Chulia Street,
Singapore.

17. M/s Nomanbhoy and Sons,
16, Malacca Street,
Singapore.

18. M/s Leong Huat and Co.,
90, Lavender Street,
Singapore.

19. M/s Ban Quan Hin,
60, South Bridge Road,
Singapore-1.

20. Mr. Sim Lai Hee,
M/s Sim Lim,
138, Robinson Road,
Singapore-1.

21. Mr. D. Parry,
M/s Jardine Wangh (M) Ltd.,
204, Contonment Road,
Singapore-2.

22. Mr. M.P. Shroff,
M/s Shroffs (M) Ltd.,
P.O. Box 1568,
Singapore.

23. Mr. Richard,K.M. Rim,
M/s Lim Teck Lee Co. Ltd.,
2-5, Circular Road,
Singapore-1.

24. Mr. Ong Beang Chao,
M/s Beng Yen and Co.,
137-141 Selegie Road,
Singapore-7.

(Appendix 2 Contd.)

25. Mr. Wang Tan Liang,
Secretary, Singapore Manufacturers' Association,
Singapore.

26. M/s Sadka Brothers,
2, Maryolioth Road,
Singapore-10.

27. Ban Sing Engineering Works,
79, Jellicose Road,
Singapore.

28. Hon Hup Engineering Works,
24-D, Lorong-5,
Geylang Road,
Singapore.

29. Bannen Engineering Works,
455, Macpherson Road,
Singapore.

30. M/s Senan and Sons,
50, Chander Road,
Singapore-8.

31. Mr. Tan Hooi Bing,
M/s Sim Lim Co. Ltd.,
138, Robinson Road,
Singapore-1.

32. Mr. Poon Weng Yew,
M/s Sim Lim Co. Ltd.,
138, Robinson Road,
Singapore-1.

33. Mr. R.M. Khemaney,
Radhakrishin and Sons,
81-B, Boat Qnay Room No.2,
P.O. Box 3055,
Singapore-1.

34. Mr. Coelho,
Foreign Officer,
Engineering Export Promotion Council (India),
2/1B Amber Mansion, Orchard Road,
Singapore-9.

(Appendix 2 Contd.)

35. Mr. G. Laxmanan,
Manager, Handlooms,
43, John Little Building,
Raffle's Place,
Singapore-1.

36. Mr. Narayanan,
Manager, United Commercial Bank Ltd.,
Raffle's Place,
Singapore.

37. Mr. Siew,
M/s Sing Huat Hardware Dealers,
101, Kalentan Road,
Singapore-8.

38. Mr. Siang,
M/s Tye Soon Co.,
10/11, Rochore Canal Road,
Singapore-7.

39. Mr. Tan,
M/s Nan Wah Battery Co.,
29 Chulia Street,
Singapore-1.

40. Mr. Ramachandran,
President, Indian Chamber of Commerce,
Singapore.

41. Mr. Jamnadas Mehta,
Grain Merchant,
85, Market Street,
Singapore-1.

42. Mr. I. Tan,
M/s Tan Kah Heck and Co.,
76, Eng Hoon Street,
Singapore-3.

43. M/s Kian Leong Trading Co.,
484, Victoria Street,
Singapore-7.

44. M/s Usha International,
303, Chinese Chamber of Commerce Bldg.,
Singapore-6.

Appendix 3

LIST OF SELECTED IMPORTERS - COMMODITY-WISE

Textiles

1. B. Atma Ram and Sons,
   79, High Street,
   Singapore.

2. Moolamall and Co.,
   73-1, High Street,
   Singapore.

3. Raj Brothers,
   73, High Street,
   Singapore.

4. Dalamal and Sons (P) Ltd.,
   106, High Street,
   Singapore.

5. M/s Rupa and Co.,
   109, High Street,
   Singapore.

6. Citexo,
   80-B, High Street,
   Singapore.

7. P. Gangaram,
   84-A, High Street,
   Singapore.

8. Kumra Commercial Co. (Carpets,
   Indian Handicrafts),
   23, High Street,
   Singapore.

Spices

9. P. Govindaswamy Pillai and Sons. Ltd.,
   80/81 Market Street,
   Singapore.

(Appendix 3 Contd.)

10. S.A. Allapitchay and Co.,
147-149, Beach Road,
Singapore-7.

11. Salim and Co. Ltd.,
15, Battery Road,
Singapore.

12. R. Kaylassam Pillai and Co.,
217, Tanjong Paper Road,
Singapore.

13. Malaya Union Co. Ltd.,
140/142, Robinson Road,
Singapore-1.

14. Ben and Co. Ltd.,
38 Kuching Road,
Singapore-1.

15. Kim Aun & Co.,
243, Orchard Road,
Singapore-9.

16. Tan Kah Hock and Co. Ltd.,
121/125, Cecil Street,
Singapore.

17. Esmail and Ahmad Bros.,
115, Market Street,
Singapore.

Jute Goods

18. M/s Jitendra Kantilal and Co.,
22/c/E Chulia Street,
Singapore-1.

19. M/s Nomanbhoy and Sons,
16, Malacca Street,
Singapore.

(Appendix 3 Contd.)

Iron and Steel

20. M/s Hong Leong & Co.,
Singapore.

21. M/s Leong Huat and Co.,
90 Lavender Street,
Singapore.

22. M/s Ban Guan Hin,
60, South Bridge Road,
Singapore.

23. M/s Sim Lim and Co. Ltd.,
138, Robinson Road,
Singapore.

24. Mc Alister & Co. Ltd.,
13, North Boat Quay,
Singapore-1.

25. M/s Chuan Seng and Co.,
12, Tan Sin Bos Road,
Singapore-11.

26. James Miller and Co. Ltd.,
NTS Building,
'D' Almeida Street,
Singapore-1.

G.I. Pipes and Fittings

27. Siong Hin (S) Ltd.,
132, Rochare Canal Road,
Singapore.

28. Bian Aik Hardware Ltd.,
49, Kallang Road,
Singapore.

29. Sime Darby Singapore Ltd.,
Crosby House,
Robinson Road,
Singapore.

(Appendix 3 Contd.)

Engineering Goods

30. M/s Shroffs (Malayasia) Ltd.,
P.O. Box 1568,
Singapore-1.

31. The Borneo Co. Ltd.,
Crosby Road,
Singapore-1.

32. Guthrie & Co. (Far East) Ltd.,
Chartered Bank Chamber,
Battery Road,
Singapore-1.

33. William Jacks & Co. (M) Ltd.,
6, M.S. Bukit Timab Road,
Singapore-21.

34. Jardine Waugh (M) Ltd.,
204, Cantonment Road,
Singapore-21.

35. United Engineer(s) Ltd.,
River Valley Road,
Singapore-9.

36. M/s Leon Seng,
462, Victoria Street,
Singapore.

37. M/s Kian Leong Trading Co.,
484, Victoria Street,
Singapore.

38. Ango-Thai Corporation Ltd.,
Mercantile Bank Building,
Raffler Place,
Singapore-1.

Cycles and their parts

39. Borneio Malaya Representative Ltd.,
P.O. Box 2197,
Singapore.

(Appendix 3 Contd.)

40. Hagemeryer Trading Co. (M) Ltd.,
P.O. Box 2197,
Singapore.

41. Sime Darby Holdings Ltd.,
P.O. Box 595,
Singapore.

42. Ham Choan and Co.,
211, Lavesder Street,
Singapore.

43. Gee Hoe Ghan Trading Co. Ltd.,
127, Queen Street,
Singapore.

Hand Tools, Small Tools and Hardware

44. Sing Haut Hardware Dealers,
160, Piaya Lebar Road,
Singapore.

45. Kum Yuon Hardware Dealers,
45, South Bridge Road,
Singapore.

46. Hung Tuck Lee and Co.,
135/137 South Bridge Road,
Singapore.

Automobile Spare Parts

47. Tye Soon and Co. Ltd.,
10/11, Rochare Canal Road,
Singapore.

48. Boon Liew and Co. Ltd.,
Rochore Canal Road,
Singapore.

49. M/s Beng Yew and Co.,
39, Selige Road,
Singapore.

(Appendix 3 Contd.)

Pumps, Motors and Diesel Engines

50. Leong Seng,
462, Victoria Street,
Singapore.

51. Tek Lee,
476, Victoria Street,
Singapore.

52. Kian Leong Trading Co.,
484, Victoria Street,
Singapore.

53. Tek Sang and Co.,
28, Horne Road,
Singapore.

Appendix 4

CUSTOMS TARIFF - SINGAPORE

(Effective from 1st August, 1968)

	Commodity	Unit	Full	Prefe-rential	Excise duty
1	2	3	4	5	6
022101	Milk condensed and sweetened	100 lbs	$ 19	$ 19	Nil
025001	Birds' eggs for hatching	100	$ 3	$ 3	Nil
025002	Hens, eggs in the shell not for hatching	100	$ 3	$ 3	Nil
025003	Ducks' eggs in the stall not for hatching	100	$ 3	$ 3	Nil
025004	Other birds eggs in the stall not for hatching	100	$ 3	$ 3	Nil
025005	Birds' eggs not in the shell and egg yolk.	lb.	40 cts.	40 cts.	Nil
048300	Macaroni, and similar products including Mee and Noddnes	Cwt.	$ 6	$ 6	Nil
048411	Rusks and Crisp bread not containing sugar, honey, eggs, fats, crease or fruit.	lb.	10 cts.	10 cts.	Nil
048429	Bread, biscuits and other ordinary bakers weres not containing sugar, honey, eggs, fats or fruit.	lb.	10 cts.	10 cts.	Nil

Source: Singapore Trade classification and Customs Tariff 1968, Government of Singapore.

(Appendix 3 Contd.)

1	2	3	4	5	6
048422	Biscuits for human consumption N.E.S.	Cwt.	30% or $11.20	30% or $11.20	Nil
048423	Pastry, Cakes and other fine bakers, wares, or not containing cocoa in any proportion	Lb.	10 cts.	10 cts.	Nil
05330	Jams Fruit Jelly marmalades and lemon curd	Ton	$ 560	$ 560	Nil
	SUGAR & HONEY				
061101-1	Exceeding 99°	Ton	$312.60	$313.60	$166
061101-2	Exceeding 98° but not exceeding 99°	"	$313.60	$313.60	$166
061101-3	Exceeding 95° but not exceeding 98°	"	$313.60	$313.60	$166
061109	Sugar N.E.S.	"	$145.60	$145.60	$166
061500	Mollasses or not decolourised	Cwt.	$ 5.60	$ 3.36	Nil
061600	Natural Honey	Lb.	25 cts.	25cts.	Nil
061902	Golden syrup artificial and blended honey trescle packed for retail sale.	Cwt.	$ 7.84	$ 5.60	Nil
	SUGAR CONFECTIONARY				
062010	Sugar Confectionary not containing cocoa.	Cwt.	30% or 50 cts. per lb.	30% or 50 cts. per lb.	Nil
062021	Flavoured or coloured syrups and molasses excluding articles falling within 053505	Cwt.	$ 28	$ 28	Nil
062022	Flavoured or coloured Sugar	Cwt.	$ 28	$ 28	Nil
073000	Chocolate and other good preparations containing cocoa	Lb.	$ 1.60	$ 1.60	Nil

(Appendix Contd.)

1	2	3	4	5	6
	FOOD PREPARATIONS N.E.S.				
09904	Soyabean sauce	Gallon	20% or 50 cts.	20% or 50 cts.	Nil
099043	Tomato Sauce	"	20% or 50 cts.	20% or 50 cts.	Nil
099099	Seri Keys	Lb.	30 cts.	30 cts	Nil
	ALCOHOLIC BEVERAGES				
112110	Grape must in formation or with formatation arrested otherwise by the addition of alcohol	Gallon	$76.90 p.g.	$68.15 p.g.	Nil
112121	Sparkling wine not exceeding 42 per cent proof spirit	"	$ 44	$ 34	Nil
112122	Still wines not containing aeromatic flavour material of strength exceeding 26% but not exceeding 42% proof spirit	"	$20.75	$ 17	Nil
112133	Vermo and other wines of fresh grapes flavoured with arometic extracts of a strength not exceeding 26% of proof spirit	"	$11.40	$ 9.50	Nil
112201	Ciler and perry	"	$ 7.60	$ 7.60	Nil
112209	Other for mentive fruit and vegetable juices.	"	$76.90 p.g.	$68.15 p.g.	Nil
	TOBACCO				
121000	Tobacco, unmanufactured, including tobacco refuse	Lb.	$ 8.60	$ 8.60	Nil
122100	Cigars	Lb.	$16	$16	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
122201	Cigarettes	Lb.	$ 11.50	$ 11.50	Nil
122202	Beedies	Lb.	$ 13	$ 13	Nil
122301	Snuff	Lb.	$ 16	$ 16	Nil
122304-1	Tobacco manufactured not packed for retail sale and not falling within the following item.	Lb.	$ 9	$ 9	Nil
122304-2	Tobacco manufactured not packed for retail sale provided 0.9 import into Singapore it is shown to the satisfaction 0.9 the Controller of customs and excises not to be intended to be used for the manufacture of cigarettes by power driven.	Lb.	$ 3.50	$ 3.50	Nil
122309	Tobacco not elsewhere specified.	Lb.	$ 10	$ 10	Nil
332101	Petroleum and Petroleum products, motor, spirit, refined other than aviation spirit including spirit obtained from natural gas whether or not containing traces of antiknock products and anti-oxidants.				
332102	Aviation Spirit 100 Octane and above	Ton	$ 1.30 per gln.	$ 1.30	$1.30 per gln.
332103	Aviation Spirit other	Ton	$ 1.30 p.g.	$ 1.30 p.g.	$1.30 per g.
332109	Other petroleum spirit bearing a point below 730 F.	Ton	$ 1.30 p.g.	$ 1.30 p.g.	$1.30 p.g.
332201	Kerosene	"	5 cts.	5 cts.	5 cts.
332203	Aviation turbine fuel e.g. of a point of 700 or over.	"	5 cts. p.g.	5 cts. p.g.	5 cts. p.g.

(Appendix 4 Contd.)

1	2	3	4	5	6
332209	Other Petroleum Spirit	Ton	5 cts. p.g.	5 cts. p.g.	5 cts. p.g.
332301	High Speed Diesel fuel gas Oil	"	8 cts. p.g.	8 cts. p.g.	8 cts. p.g.
332309	Other diesel fuel	"	8 cts. p.g.	8 cts. p.g.	8 cts. p.g.
332400	Fuel Oils not E.S.	"	$ 15	$ 15	$ 15
332511	Lubricating oil containing at least 70% Petroleum Products	"	$ 1	$ 1	$ 1
512122	Chemical Elements and Compounds' Bezzeno	Gallon	$ 1.30	$ 1.30	Nil
512241	Ethyl alcohol not denatured not less than 1400 proof	"	$52.50 per proof gallon	$52.50 per proof gallon	Nil
513330	Sulphuric acid	Ton	$80	$80	Nil
521401	Benzol	Gallon	$ 1.30	$ 1.30	Nil
533200	Printing ink and Ink for duplicating machines	cwt.	20%	20%	Nil
533321	Varnishes other than Cellulose Varnish	Gallon	25% or $ 4	25% or $ 4	Nil
533322	Prepared cellulose liquors and cellulose Varnishes	Cwt.	25% or $ 4 per Glm.	25% or $ 4 p.g.	Nil
533323	Prepared liquors except cellulose	cwt.	25% or $ 4 per gln.	25% or $ 4 p.g.	Nil
533324	Distempers and Water paints and other than cement based	cwt.	25% or $ 7.8	25% or $ 7.8	Nil
533325	Waterpaints cement based	cwt.	25%	25%	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
533326	Pigments and colouring material in oil	cwt.	25%	25%	Nil
533327	Ships' bottom composition and antifouling paints	cwt.	25% or $4 p.g.	25% or $4 p.g.	Nil
533328	Bitumins paints		25% or $4 p.g.	25% or $4 p.g.	Nil
533329	Paints and enamels NES in this group	Gallon	25% or $4 p.g.	25% or $4 p.g.	Nil
541700.2	Bedicements other than those falling within item 541700.1 and 541709	Value	30% or 50 cts. per lb.	30% or 50 cts. per lb.	Nil
541911.1	Cottonwool	"	Nil	Nil	Nil
541911.2	Absorbent lint, Absorbent gauge,etc.	"	10%	10%	"
543021	Dental Paste	"	20%	20%	"
553022	Dental Powder	"	20%	20%	"
553023	Dentrigrice Solids	"	20%	20%	"
553024	Dentigrics and liquid tincture cleaner and mouth washer	"	20%	20%	"
553029	Other Products for oral and dental hygiene except medicament	"	20%	20%	"
554101	Hard Soap in bars or tablets, excluding toilet and abrasive Soap	cwt.	$10.08	$10.08	Nil
554103	Abrasive Soap in bars or in powder	"	20%	20%	"
554104	Soap Powder	"	20%	20%	"
554105	Soap flakes	"	20%	20%	"
554109	Other Soap and Soap preparations including dog Soap.	"	20%	20%	"

(Appendix 4 Cond.)

1	2	3	4	5	6
554201	Organic surface active agents other than sulphated or sulphonated oils or fats being single substance or single substances standardised by the addition of materials	cwt.	20%	20%	Nil
554202	Sulphated or sulphonated oils or fats	cwt.	20%	20%	"
554203	Surface active preparations and Soap substitutes in liquid form prepared for domestic use.	cwt.	20%	20%	"
554204	Surface active preparations, including emulsifiers in liquid form prepared for industrial use	cwt.	20%	20%	"
554208	Surface active preparations and Soap Substitutes other than liquid.	cwt.	20% or 10 cts per lb.	20% or 10 cts. per lb.	"
554209	Washing and bleaching preparation NES.	cwt.	20%	20%	"
554301	Polish, creams for leather	cwt.	25%	25%	"
554302	Polish and creams for wood including furniture creams and floor polishes.	cwt.	25%	25%	"
554303	Scouring pastes and powders except abrasive soaps	cwt.	20%	20%	"
554309	Polishes NES for metal glass and other material including impregnated with such polishes.	cwt.	25%	25%	"
581109-1	Other condensation & semi-condensation products in semi-manufactured form of foam plastic.	cwt.	25%	25%	"

(Appendix 4 Contd.)

1	2	3	4	5	6
	Tiles rectangular other than roofing	Ton	25% or 15 cts per lb.	25% or 15 cts per lb.	Nil
	Tiles rectangular roofing	Ton	"	"	"
581114	Rectangular articles other than tiles and lamented boards of an artificial plastic material falling within heading 581 cut to shape but not further worked	Value	25%	25%	Nil
581206	Pipes and tubes of Polyviny and Polyvinylinene derivatives.	cwt.	25%	25%	Nil
581212-1	Other Polymerisation and copolymerisation products in semi-manufactured forms of foam plastic Tiles rectangular of an artificial plastic material fall within heading 581.2	cwt.	25%	25%	Nil
581214	a) Other than roofing	Ton	25% or 15 cts. per lb.	25% or 15 cts per lb.	Nil
581215	b) Roofing	Ton	"	"	Nil
581216	Rectangular articles other than tiles of artificial plastic materials falling within heading 581.2	Value	25%	25%	Nil
599212	Mosquito coils	cwt.	$ 30	$ 30	Nil
599213-1	Naphthalene and camphor put up as insecticides	cwt.	$ 15	$ 15	Nil
611301	Leather of Calf skin undressed.	lb.	25%	15%	Nil
611302	Leather of Calf. skin dressed.	lb.	25%	15%	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
611401	Leather of other Boine cattle including buffaloes and of horses undressed	Lb.	25%	15%	Nil
611402	Leather of other Boine cattle including buffaloes and of horses undressed except falling with 611930, 611940, 611950	lb.	25%	15%	Nil
611911	Leather of Sheep and lambskin undressed	lb.	25%	15%	Nil
611912	Leather of Sheep and lambskin dressed except leather falling within items 611930, 611940 and 611950.	lb.	25%	15%	Nil
611921	Leather of goats and kidskins undressed.	lb.	25%	15%	Nil
611922	Leather of goat and kidskins dressed except leather falling within 611930, 611940 or 611950	lb.	25%	15%	Nil
611930	Chamois dressed leather	lb.	25%	15%	Nil
611940	Parcement dressed leather	lb.	25%	15%	Nil
611950	Patent leather and metalised leather	lb.	25%	15%	Nil
611991-1	Snake skin and crocodile skin tanned whether dressed or not	lb.	25%	15%	Nil
611992	Other raptile skins dressed	lb.	25%	15%	Nil
611998	Other leather undressed	lb.	25%	15%	Nil
611999	Other leather dressed	lb.	25%	15%	Nil
	PREPARED PARTS FOR FOOTWEAR				
612301	- of leather	Dozen Pr.	25%	15%	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
612302	- of textile material	Dozen Pr.	25%	15%	Nil
612303	- of wood	"	25%	15%	"
612304	- Rubber soles excluding complete soles.	"	"	"	"
612309-1	Complete soles and/or straps for beach slippers and the like unfitted.	"	40% or $12	40% or $12	"
612309-9	Other prepared parts	"	25%	15%	"
621010	Plates, Sheets and Strips of unvulcanised natural or synthetic rubber	Ton	"	"	"
621020	Unvulcanised natural or synthetic rubber in other forms or states including rods, tubes and Profile shapes, solutions, dispersions and compounds and articles of unvulcanised natural or synthetic rubber including impregnated textile thread unvulcanised rubber adhesives on backings of any material including vulcanised rubber rings and discs.	cwt	25%	25%	"
621030	Vulcanised rubber thread and cord whether or not textile thread covered and textile thread covered or impregnated with vulcanised rubber.	cwt	30%	30%	"
621041	Rubber flooring tiles	sq.ft.	30%	30%	"
621042	Foam rubber not made up into manufactured articles	cwt.	30%	30%	"
621049	Plates, Sheets, rods, and profile shapes of unhardened vulcanised rubber other than tiles and foam rubber.	cwt.	30%	30%	"

(Appendix 4 Contd.)

1	2	3	4	5	6
621059	Other piping and tube-ing of unhardened vulcanised rubber	cwt	30%	30%	Nil
621069	Hardened rubber bulk, plates, sheets, strips, rods profile shapes or tubes and scrap and waste of hardened rubber.	cwt	30%	30%	"
629101	Motor Car tyres, outer covers and tubeless tyres pneumatic new.	Number	$1.40 per lb.	$1 per lb.	"
629102	Motor Lorry and bus tyres, outer covers and tubeless tyres, pneu-matic new.	"	"	"	"
629103	Motor Car tyres, outer covers and tubeless tyres, pneumatic used.	"	"	"	"
629104	Motor Lorry and bus tyres, outer covers and tubeless tyres, pneumatic used.	"	$1.40 per lb.	$1.40 per lb.	"
629105	Motor Cycle tyres, outer covers, and tubeless tyres, pneu-matic used.	"	$2.10 per lb.	$1.50 per lb.	"
629106	Motor Cycle tyres, outer covers and tube-less tyres, pneumatic.	"	$2.10 per lb.	$1.50 per lb.	"
629107	Motor Scooter tyres, outer covers and tube-less tyres, pneumatic new.	"	$2.10 per lb.	$1.50 per lb.	"
629108	Motor Scooter tyres, outer covers & tubeless tyres, pneumatic used.	"	"	"	"
629109	Cycle tyres, other outer covers, pneu-matic new or used.	"	50 cts	43 cts.	"
629110	Motor Car tyres, pneumatics, inner tubes.	"	$2.10 per lb.	$1.50 per lb.	"

(Appendix 4 Contd.)

1	2	3	4	5	6
629111	Motor Lorry and bus tyres pneumatic inner tubes.	Number	$1.40 per lb.	$1 per lb.	Nil
629112	Motor Cycle tyres, pneumatic inner tubes	"	$2.10 per lb.	$1.50 per lb.	"
629113	Motor Cycle tyres, pneumatic inner tubes	"	"	"	"
629114	Cycle tyres, other pneumatic inner tubes	"	25 cts.	22 cts.	"
629981	Manufactures of foam rubber excluding mattresses and cushions	Lb.	35%	35%	"
642931	Toilet paper in rolls or packets ready for retail sale	Gross of rolls or packets	20%	20%	"
642992	Sanitary towels of paper or CELLULOSE WADDING	Gross	15% or 1 cent each	15% or 1 cent each	"
655430	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials.	sq.yd.	35%	35%	"
655440	Textile fabrics coated or impregnated with oil or with preparation with a basis of drying oil	"	35%	35%	"
655811	Sanitary towels of textile wadding	Value	15% or 1 cent each	15% or 1 cent each	"
656921	Sanitary towels of textile wadding (excluding those of textile wadding).	"	"	"	"
661201	Portland cement, Cement fondy, slag cement, super sulphate cement and similar hydraulic cements whether or not coloured.	Ton	$12	$12	"
661231	Cement in the form of clinker	Ton	$ 6	$ 6	"

(Appendix 4 Contd.)

1	2	3	4	5	6
662421	Roofing tiles of brick earth or clay baked.	Ton	25% or 5 cts. each	25% or 5 cts. each	Nil
663622	Roofing tiles	"	25% or 5 cts. each	25% or 5 cts. each	"
	GLASS WARE				
665111	Containers of glass of a kind commonly used for conveyance or packing of food, drink and medicine of a capacity not over 40 fluid ounces.	Gross	25%	25%	"
665200-1	Glass tumblers	Value	25%	25%	"
674801	Galvanised iron or steel Sheets	Ton	3 cts per sq. ft.	3 cts. per sq. ft.	"
691101	Pre-fabricated windows, door frames and casements of iron or steel thereof.	"	15%	15%	"
691109	Other parts of structures and complete structures whether or not assembled of iron or steel, including plates, strip, rods, angles, shapes, sections, tubes and the like prepared for use in structures.	"	15%	15%	"
691201	Pre-fabricated windows, door frames and casements of aluminium, including parts thereof	"	15%	15%	"
691209	Other parts of structures and complete structures, whether or not assembled of aluminium, including plates, strips, rods, angles, shapes, sections tubes and the like prepared for use in structures.	"	15%	15%	"

(Appendix 4 Contd.)

1	2	3	4	5	6
691300	Gutters, roof capping skylight, frames and other fabricated building components of zinc	Ton	$156.80	$156.80	Nil
693311	Iron or Steel netting fencing.	Ton	$89.60	$89.60	Nil
693312	Iron or steel gauge and cloth	Ton	$89.60	$89.60	Nil
683313	Iron or Steel grills and reinforcing fabrics	Ton	$89.60	$89.60	Nil
694211	Bolts and Nuts of Iron and Steel	Ton	15%	15%	Nil
697211	Articles other than tools of a kind commonly used for domestic purposes and parts thereof, iron or steel enamelled.	Value	50% or 50 cts each	50% or 50 cts each	Nil
697212	Articles other than tools of a kind commonly used for domestic purposes and parts thereof, of iron and steel not enamelled.	Value	10%	10%	Nil
697231	Articles of kind commonly used for domestic purposes and parts of such articles of aluminium not being tools.	Value	25 cts per lb.	25cts. per lb.	Nil
723101	Telephone, Telegraph or radio relay not submarine plastic insulated.	Ton	40%	40%	Nil
723104	Other rubber insulated	Ton	40%	40%	Nil
	Other plastic insulated	Ton	40%	40%	Nil
724101-1	Television broadcast not combined with sound receiver or gramophone: Mains operated.		Nil	Nil	Nil
725011	Electric refrigerators not over 12 cu.ft. capacity domestic types.	Number	$350	$350	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
725012	Electric refrigerators over 12 cu.ft.capacity domestic types.	Number	$490	$490	Nil
725018-2	Parts designed solely or principally for use in quipment falling with the preceding items of group 725 other than those falling within item 725018-1.	Value	20%	20%	Nil
725052	Electric Kettle other than radio-frequency types.	Number	15%	15%	Nil
725055-3	Parts other than elements for apparatus falling with item 725052 NES.	Value	15%	15%	Nil
729111-2	Primary Cell and Primary batteries kinds other than suited for use with hearing		5 cts. per cell	5 cts. per cell	Nil
729122-2	Parts of accumulator-plates	Value	25% or 10 cts each	25% or 10 cts. each	Nil
	ELECTRIC LAMP BULBS				
729214-2	b) of 110 volts of a capacity of not over 60 watts.	Number	15 cts.	15 cts.	"
729215-2	c) of 110 volts of a capacity of over 60 watts but not exceeding 200 watts.	Number	20 cts.	20 cts.	"
729217	for use in domestic lighting including candle bulbs and bults, tabular bulbs, of any shape of a capacity of not over 60 watts.	Number	15 cts.	15 cts.	"
	Motor Vehicles for the Transport of Persons.				

(Appendix 4 Contd.)

1	2	3	4	5	6
812425-1	Ballasts for fluorescent lamps.	Value	30% or $ 1 each	30% or $ 1 each	Nil
821010	Chairs and other whether or not convertible into beds and parts thereof.	Value	20%	20%	Nil
821031	Battresses supports beg - springs	Value	20%	20%	Nil
821032	Mattresses foam rubber	Value	35%	35%	Nil
821033	Mattresses inner spring	Number	20%	20%	Nil
821034	Mattresses and elder downs	Value	20%	20%	Nil
821035	Cushions, Pouffes and pillows f m rubber	Number	35%	35%	Nil
821036	Cushions, Pouffes and pillows not pneumatic other than foam rubber.	Value	20%	20%	Nil
821039	Articles of bedding N.E.S.	Value	20%	20%	Nil
821090-1	Office furniture steel	Value	30%	30%	Nil
341251	Sanitary belts	Dozens	25%	25%	Nil
841421	Stockings or socks of pure natural silk, knitted or not rubberised.	doz.per	25% or $2.40	25% or $2.40	Nil
841422	Stockings or socks, etc., not of pure silk knitted or not elastic nor rubberized.	doz.per	25% or $2.40	25% or $2.40	Nil
851011	Footwear with outer soles & upper or plastics.	doz.per	40% or $ 12	40% or $ 12	Nil
851012	Footwear with outer sole of plastic and upper of rubber.	"	"	"	Nil
851013	Footwear with outer soles of rubber and uppers of plastic	doz.per	40@ or $ 12	40% or $ 12	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
851014	Footwear with outer soles and uppers of rubber	doz.per	40% or $ 12	40% or $ 12	Nil
851021	Footwear with outer soles of leather and uppers of any materials except rubber.	"	40%	40%	Nil
851022	Footwear with outer soles of leather and uppers of rubber.	"	40% or $ 12	40% or $ 12	Nil
851023	Footwear with outer soles of rubber and upper wholly of leather.	"	40%	40%	Nil
851024	Footwear with outer soles of rubber and uppers of textile materials.	%	40% or $ 12	40% or $ 12	Nil
851025	Footwear with outer soles of rubber and uppers of any material other than wholly of leather, plastic textile or rubber.	"	40% or $ 12	40% or $ 12	Nil
851026-1	Footwear with outer soles of Plastic and uppers of textile materials.	"	"	"	Nil
851026	Footwear with outer soles of plastic and uppers of any material other than rubber plastic or textile.	"	40%	40%	Nil
851031	Footwear with outer soles of wood and uppers of rubber.	"	40% or $ 12	40% or $ 12	Nil
851032	Footwear with outer soles of wood and uppers of any other than rubber.	"	40%	40%	Nil
851041	Footwear with outer soles of materials not elsewhere specified and upper of rubber.	"	40% or $ 12	40% or $ 12	Nil

(Appendix 4 Contd.)

1	2	3	4	5	6
851042	Footwear with outer soles of materials NES and upper of any materials other than rubber.	Doz.per	40%	40%	Nil
893101	Finished tubes, rods, sticks, profile shape and articles of rectangular shape moulded or worked further than merely cut to shape or surface worker of artificial plastic material.	Value	25%	25%	Nil
	Tiles other than rectangular of an artificial plastic material	Ton	25% or 15 cts per lb.	25% or 15 cts per lb.	Nil
893102	Other than roofing	Ton	"	"	Nil
893103	- Roofing	"	"	"	Nil
893201	Articles for household use of plastic material N.E.S.	Value	25%	25%	Nil
893203	Toilet articles of plastic material except combs and hairslides.	Value	25%	25%	Nil
893204	Lampshades of plastic material	Value	30%	30%	Nil
893205	Clothing of plastic	Doz.	25%	25%	Nil
893207	Advertising articles of plastic material N.E.S.	Value	25%	25%	Nil
893208	Lamps and lighting fittings of plastic material N.E.S.	Value	25%	25%	Nil
893209	Articles of plastic material other than woven N.E.S.	Value	25%	25%	Nil
899241	Tooth brushes	Dosens	25% or $1.80	25% or $1.80	Nil
899702	Joss Papers	Value	25% or 40 cts per lb.	25% or 40 cts per lb.	Nil

Appendix 5

FACTORIES IN PRODUCTION

(As at 30th September, 1967)

Industry/Firm	Products	Source of Capital
1	2	3
Food and Beverages		
Barrow Linton	Rolled oats for human consumption unkilned rolled oats, oats offal	Local Foreign
Kwang Joo Seng	Cooking oil	Local Foreign
Merrymay Industries	Chewing gum, sugar confectionary	Local
Malaysian Feedmills	Animal feedmix	Local
Nanyang Sauce Fty.	Sauces, all types	Local
Pan-Sea Enterprises	Fresh fish	Local Foreign
Premier Milk (S)	Sweetened condensed milk	Local Foreign
Sugar Industry of S'pore.	Refined sugar, molasses	Local Foreign
Zuelling (Gold Coin) Mills.	Animal feedmix	Local Foreign
Textiles and Garments		
Bhadelia Industries	Spun, woven, bleached, dyed, finished or knitted goods of all types	Foreign
Chenta Rayon Co.(M)	Nylon socks, nylon knitted hosiery, nylon knitted garments	Local Foreign
International Textiles	Spun, woven, bleached, dyed, finished or knitted goods of all types	Local Foreign

Contd.....

Appendix 5 (Contd.)

1	2	3
Min Ngai Knitting Fty.	Wearing apparel (cotton knitted undeerwear, T-shirts, woollen knitted seaters)	Local Foreign
Malaysia Net & Twine Co.	Synthetic fishing net and twine	Local Foreign
National Textiles	Spun, woven, bleached, dyed, finished or knitted goods of all types	Foreign
Pelican Textiles	Woven textile fabrics, table cloth, flanelette sheetings	Foreign
Raya Mills Corpn.	Wearing apparel, knitted goods, sewing threads	Local Foreign
Swan Socks Mfg.(M)	Nylon socks, nylon knitted hosiery	Local Foreign
<u>Wood and Paper</u>		
Camel Plywood Corpn.	Plywood and veneer	Local Foreign
Hickson's Timber Preservation (S)	Railways sleepers	Local
Khiam Kee Sawmills	Wood products	Local
Pan-Malaysia Industries	Plywood and veneer	Local Foreign
Starlight Timber Products	Plywood and veneer	Local Foreign
South Asia Parquet Co.	Parquet	Local
Union Containers	Paper bags, plastic bags	Local Foreign
Veneer Products	Plywood and veneer	Local
Rubber and Leather		

Contd.....

Appendix 5 (Contd.)

1	2	3
Bridgestone Malaysia	Tyres (all types, camel-backs, rubber compounds)	Foreign
General Leather	Dressed Leather, Tannery by-products	Local
Hercules Rubber & Chemical	Rubber products	Local
Power Foam Rubber Factory (S)	Foam rubber products	Local
CHEMICALS & CHEMICAL PRODUCTS		
British Paints(Eastern)	Paints	Foreign
Custom Packers (F.E.)	Packing services	Foreign
Chemical Corpn. of S'pore.	Sulphuric acid, formic acid, hydrochloric acid, nitric acid, aluminium sulphate, copper sulphate, ferrous sulphate	Foreign
Chemical Industries (F.E.)	Sodium hydroxide, hydro-chloric acid, chlorine, sodium chlorate, hydrogen	Local
Columbia International	Pharmaceutical prepara-tions and ointments	Local Foreign
Federal Match Co. (M)	Satety matches	Local Foreign
Jack Chia Industries (S)	Pharmaceutical preparat-ion, cosmetics, all types (excluding mere aerosol packing operation) and sugar confectionery.	Foreign
Malaysia Mosquito Spi-ral Mfg.	Mosquito incense coils	Local
Standard Chemical	Sulphuric acid, aluminium Sulphate	Local Foreign
Singapore Adhesives & Chemicals	Adhesives	Local Foreign
Singapore Essential Oils Distillation	Essential oils, all types	Local

Contd.....

Appendix 5 (Contd.)

1	2	3
Wheelmar Chemicals (S)	Pharmaceutical preparation, tablets, coated and uncoated; hairdressing, all types (excluding mere aerosol packing operations)	Local Foreign
United Industrial Corpn.	Detergents	Local Foreign
Petroleum & Petroleum Products		
Mobil Oil Refinery Co. (M)	Petroleum and petroleum products	Foreign
Non-Metallic Mineral Products		
Asia Cement	Cement	Local Foreign
Brady's (S)	Ceiling boards, lining boards, accoustic tiles	Local
Ceramics (M)	Building bricks roofing tiles, stoneware, pipes and fittings	Local
Goh Bee Fire Bricks	Refractory bricks and other refractory construction materials (excl. refractory cement)	Local Foreign
Kaolin Ceramics Ltd.	Ceramic hardwere, sanitary ware	Local
National Tiles Mfg.	Terrazo tiles (marble tiles), artificial tiles (marble composition tiles) and woodwool cement slab	Local Foreign
Pan-Malaysia Cement Work	Cement	Foreign
Basic Metal & Engineering Works.		
Asia Tractor Spares	Components, accessories, spare parts, supplies and fittings for tractors and other moving plants	Local

Contd.....

Appendix 5 (Contd.)

1	2	3
Afro Asia Industrial	Metal household utensils (enamelware) Enamelled hurricane lamps	Local Foreign
B.R.C. Weldmesh (S.E.A.)	Welded wire mesh	Foreign
The Crown Cork Co.(M)	Crown corks	Foreign
Chung Sin Steel Mfg.	Steel and aluminium automatic rollers, shutters	Local Foreign
East Asiatic	Motor scooters (assembly)	Foreign
Eastern Wire Mfg. Co.	Metal wire galvanised iron wire, hard drawn bright iron wire or steel wire, staples, wire nails, screws and other wire products	Local Foreign
Far East Ship Building Industries	Construction of steel barges and tugs, ships repairs.	Local
George Kwok & Sons	Engineering works	Local
Jurong Shipyard	Ships (inc. repairs), cranes, coal and ore loading equipment, pneumatic conveyor systems	Local Foreign
John Lysaght (S.E.A.)	Galvanised steel roof (roll formed), wall cladding	Local Foreign
Metal Industries	Metal louvres	Local
MacAlister Industries	Kwalies, trolies, extinguishers-spray painting, fire engines, etc.	Local Foreign
Malaysia Steel Pipe Co.	Steel tubes	Local Local Foreign

Contd....

Appendix 5 (Contd.)

1	2	3
Basic Metal & Engineering Works		
Malaysia Associated Industries	Complete bicycles and bicycle parts (except tyres and tubes)	Local Foreign
National Iron & Steel Mills	Rolled steel products, wire and wire products, ingots, billets	Local
National Shipbreakers	Ships breaking	Local
Nanyang Iron Nail Factory Co.	Iron nails	Local Foreign
Singapore Galvanizing Industries	Galvanized Iron Sheets	Local Foreign
Simalpan Steel Industries	Galvanized Iron sheets, steel pipes, steel plates	Local Foreign
S.E.A. Wire	Wire (hard drawn or iron or steel)	Foreign
Tong Meng	Metal household utensils (enamelled)	Local Foreign
Van Leer Containers (S)	45 gln., 25 gln. drums	Foreign
Wellcome Steel Equipment	Steel furniture	Local
Electrical Products		
Acme Electrical Industries.	Refrigerators (domestic), room airconditioners electrical motors, all types, electrical appliances	Local Foreign
Far Eastern Cables & Switchgear	Cables, all types	Local Foreign

Appendix 5 (Contd.)

1	2	3
Power Industries	Welding electrodes	Local Foreign
Sigma Cables Co.	Cables, all types	Local Foreign
Singapore Battery Mfg.	Lead acid batteries	Local Foreign
Sanyo Industries (S)	Electric fans, rice cookers, freezers, airconditioners, washing machines, stocker showcases	Local Foreign
Universal Electrical Wire & Cable Mfg.	Cables, all types	Local Foreign
MISCELLANEOUS		
Camel Industries	PVC floor tiles, footwear, bags, tubes, houses	Local Foreign
Collie (Asia)	Printing inks (excl. operations starting from paste pigments)	Foreign
EMI Records (S.E.A.)	Phonographyrecords	Foreign
Foam Plastics	Foam plastics	Local
Fullmark Industries	Pencils, ball points, Stationery	Local Foreign
Fibreglass Malaysia	Fibreglass products	Foreign
Genaplast	Foam Plastics (rigid polyureatheene slabs)	Local
Hop Lion Feather works	Processed feather and feather products	Local Foreign

Contd....

Appendix 5 (Contd.)

1	2	3
Haratex Industries	Printing inks (excl.operations starting from paste pigments) (for fabric printing).	Local
	Water colours (powder, paste and cake)	Foreign
Lo Hon Mum Feather Works	Processed feather and feather products	Local
		Foreign
Masterprints	Printing	Local
National Grain Elevator	Grain silo	Local
		Foreign
Plasbon Malaysia	Plastic products, PVC leather cloth	Local
Singa Plastics	Plastic products	Local
Singapore Wigs Mfg.	Hair vigs, all types, processed hair, processed hair goods	Foreign
Yamatai Plastic Industries	Plastic products (P.V.C. Leather cloth and rigid and non rigid P.V.C. sheets) and rubberised sheets.	Local

Source : The Jurong Story, Goveryment of Singapore, 1968.

Appendix 6

(GOODS REQUIRING SPECIAL LICENCE FOR IMPORT FROM ANY COUNTRY, INCLUDING MALAYSIA QUOTA LEVELS ARE SHOWN)

As on 1.4.68

No.	Goods	Remarks
1.	Arms and explosives	
2.	Bullet-proof vest, steel helmets and other articles of clothing intended as protection against attack.	Police Permit also required.
3.	Coin or disc operated amusement machines including pin-tables, fruit machines jack-pot machines, shooting galleries and similar machines, record players, jute boxes and coin or disc operated cinematograph machines, and components and spare parts thereof.	(a) On certain conditions licences will be issued for fruit machines and jack-pot machines for use only in private clubs. (b) For record players, juke boxes and cinematograph machines licences will be issued only if there is no police objection.

Appendix 6 (Contd.)

		(c) For the other machines, licences will be issued only for re-export.
4.	Diamonds, rough or uncut, out or polished and diamond-set jewellery.	Goods must be consigned to a member of the Malayan Exchange Bank Association.
5.	Gold coin, gold bullion and any gold in whatever state or form including articles of jewellery or ornament	(a) Gold bullion - special conditions apply. (b) All goods on arrival subject to inspection by Controller of Foreign Exchange.
6.	Hides and skins of oxen, buffaloes, sheep and goats	) Primary production (Veterinary) Department Permit also required.
7.	Live poultry	)
8.	Meats(including bones and offals), sausages and other meat preparations of bovine cattle, sheep, goats, swine, boars, whether fresh, chilled, frozen, pickled, salted, smoked, dried or cooked	)
9.	Plants of all species	Primary Production (Agriculture) Permit required.
10.	Sterilised fertilisers of animal origin	Endorsement by Primary Production (Veterinary) necessary.
11.	Rice in whatever form, including rice flour, rice bran and rice polishings (including rice from the States of Malaya).	(a) Endorsement by Controller or Supplies necessary. Freely issued to Rice Stockpile Holders.

Appendix 6 (Contd.)

		Licences valid for 2 months only. (b) Rice bran, and rice polishings for animal feed require endorsement by Veterinary as well. (c) Rice vermicilli and noodles no endorsement necessary and licences will be valid for 6 months.
12.	Livestock and cattle	(a) Primary Production (Veterinary) Permit required. (b) Sheep under quantitative restriction.
13.	Swine	Primary Production (Veterinary) Permit required.
14.	Live Oral Polymyelitis Vaccine (Sabin and other types).	Endorsement by Director of Medical Services necessary.
15.	Wheat Flour	1% of 1962
16.	Under-garments of cotton not elastic nor rubberized, knitted or crocheted.	15% of 1964
17.	Under-garments, not elastic nor rubberized except of cotton, knitted or crocheted.	15% of 1964
18.	Preparations containing acetyl-salicyclic acid, phenacetin, caffein, their salts	45% of 1964. Endorsement by Director of Medical Services necessary.

Appendix 6 (Contd.)

19. Preparations containing paracetamol (excluding injections).	
20. Preparations containing codeine, its salts.	
21. Preparations (excluding injections) containing ephedrine; aminophlline; their salts.	
22. Preparations (excluding injections and external preparations containing chloramphenicol; its esters.	60% of 1964. Endorsement by Director of Medical Services necessary.
23. Preparations (excluding injections) containing chlorpheniramine, diphenydramine; their salts.	
24. Preparations (except injections) containing chloroquine; its salts.	
25. Preparations containing isoniazid; its salts, sodium parasminosalicylate.	
26. Preparations (excluding injections) containing reserpine.	
27. Preparations (excluding injections) containing sulphathiazene sulphadimidine, sulphadiazine and sulphamerazine.	
28. Preparations containing any of the following or their salts (but excluding injections):- Aneurine, Riboflavine, Pyridoxine, Cyanocobalamin, Nicotinic acid or nicotinamide, ascorbic acid.	45% or 1964. Endorsement by Director of Medical Services necessary.

Appendix 6 (Contd.)

29. Preparations containing prednisone, prednisolone, their salts (but excluding injections and external preparations).	60% of 1964. Endorsement by Director of Medical Services necessary.
30. Preparations containing piperazine; its salts.	
31. Fire-crackers, rocket fire-crackers, fire-works and rocket fire-works	(a) Quota restriction for fire-crackers to licensed dealers. (b) Inward Declaration subject to endorsement by Police. (c) Rocket fire-crackers and rocket fireworks can be imported only for re-export.
32. Mild Steel Flat Bars (3/16" x 5/8" and 3/16" x ¾").	1% of 1965
Mild Steel Flat Bars, other sizes -	S.L.
Millimetre sizes -	Not permitted
Mild Steel Round Bars from ¼" to 1½" sizes.	1% of 1964
Mild Steel Round Bars, other sizes-	S.L.
Millimetre sizes -	Not permitted.
High Tensile deformed bars from 3/8" to 1¼" sizes.	1% of 1964
High Tensile deformed bars, other sizes -	S.L.
Millimetre sizes -	Not permitted.

Appendix 6 (Contd.)

33. Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized, and the following parts and accessories thereof:-	1% of 1965
(a) complete frames	1% of 1965
( ) parts of frames	30% of 1964
(c) handlebars (with or without brake fittings)	25% of 1965
(d) seat pillars	5% of 1965
(e) lamp brackets	- do -
(f) mudguards	10% of 1965
(g) chain wheels and cranks	65% of 1965
(h) front forks	10% of 1965
(i) carriers	50% of 1965
34. Ballasts for Fluorescent lamps	Must be up to British Standard Specifications. Subject to test by Light Industries Unit.
Motor buses - new; other than new	30% of 1964/65 retained imports
35. Motor vehicles for the transport of goods, including chasis with engines fitted, with or without cabs - new; other than new	20% of 1964/65 retained imports.
36. Apples, pears, grapes, cranges, mandarins, peaches and plums, fresh.	Quota control for fruits from Australia.
37. Printing ink and ink for duplicating machine	

Appendix 6 (Contd.)

38. Toy guns (including pistols and revolvers).	Endorsement by Police Sample to be produced to them.
39. Washing and bleaching preparations not elsewhere specified packed for retail sale.	No licences will be issued
40. Washing and bleaching preparations not elsewhere specified.	
41. Writing and drawing inks, including marking ink	40% of 1965
42. Haircream	60% of 1965
43. Duplicator, Stencils, blanks for cutting	100% of 1965
44. Ball points pens (both stick and knock types)	100% of 1965
45. Human Hair	Licences valid for 3 months.
46. Rolled oats for use as animal feed	1% of 1966
47. Filament Electric Bulbs of 40, 60 and 100 watts of 110 volt.	100% of 1966
48. Coin or disc operated machines, all types, other than for amusement, and components and spare parts thereof.	
49. Crast Helmets	Subject to test by I.R.U. must be up to British Standard Specifications.
50. Perenteral contraceptive preparations medoxyprogesterone Acetate	D.M.S. to M. commend

Appendix 6 (Contd.)

51.	Chloride of lime, Calcium hypochlorite or Sodium hypochlorite	No licences will be approved
52.	Rolled oats	
53.	Prepared foods of cereals, obtained by swelling or roasting of cereals or cereal products.	

Source - Singapore Import and Export Guide, Govt. of Singapore, 1968.

Appendix 7

As on 1.4.68

GOODS OF NON-MALAYSIAN ORIGIN REQUIRING SPECIAL LICENCE FOR IMPORT FROM ANY COUNTRY. ITEMS UNDER QUOTA SHOW THE QUOTA PERCENTAGE LEVELS AGAINST THEM

Item No.	Goods	Remarks
1.	Milk, condensed and sweetened	
2.	Mosquito coils.	Subject to test than no DDT or BHC is present.
3.	Motor car tyres, outer covers, and tubeless tyres, pneumatic, new.	Special Licence
4.	Motor lorry and bus tyres, outer covers and tubeless tyres, pneumatic, new.	Special Licence
5.	Motor car tyres, outer covers and tubeless tyres, pneumatic, used.	"
6.	Motor lorry and bus tyres, outer covers, and tubeless tyres, pneumatic, used.	"
7.	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, new.	"
8.	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, used.	"
9.	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, new.	"
10.	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, used.	"

Appendix 7 (Contd.)

11.	Cycle tyres, other, outer covers, pneumatic, new or used.	Special Licence
12.	Motor car tyres, pneumatic, inner tubes	"
13.	Motor lorry and bus tyres, pneumatic, inner tubes	"
14.	Motor cycle tyres, pneumatic, inner tubes	"
15.	Motor scooter tyres, pneumatic, inner tubes	"
16.	Cycle tyres, other, pneumatic, inner tubes.	"
17.	Other covers for pneumatic tyres, not elsewhere specified	"
18.	Other inner tubes for pneumatic covers, not elsewhere specified	"
19.	Solid tyres, rubber for any vehicle and tyre flaps imported separately	"
20.	Plywood, blockboard, laminboard and battenboard, as under:	50% of 1963
	Plain	
21.	Tubes and pipes of iron, except cast iron, or steel seamless	Special Licence
22.	Tubes and pipes of iron or steel, welded	1% of 1964
23.	Electric refrigerators not over 12cu.ft. capacity, domestic type	Special Licence
24.	Electric refrigerators over 12 cu.ft. capacity, domestic type	"

Appendix 7 (Contd.)

25. Filament Electric Bulbs of 15-200 watts for domestic lighting	100% of 1963
26. Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.	1% of 1964
27. Angles, shapes and sections of iron or steel except high carbon or alloy steel.	"

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